

# THE NATIONAL PROVISIONER

OCTOBER 17 • 1942

*Leading Publication in the Meat Packing and Allied Industries Since 1891*



THIRTY-SEVENTH ANNUAL  
CONVENTION PROCEEDINGS  
AMERICAN MEAT INSTITUTE

# BUFFALO SAUSAGE MACHINES

**BUFFALO  
SILENT CUTTERS**  
Produce Smooth,  
High-Yielding Emulsion  
**FREE from LUMPS and SINEWS**



**BUFFALO SELF-EMPTYING  
SILENT CUTTERS**

Buffalo Self-Emptying Silent Cutters are available in four sizes, each designed to produce more in a shorter time. Model 70-B cuts and empties 800 lbs. of meat in 5 to 8 minutes.

Model 45	. . .	200 lbs. bowl capacity
Model 54-B	. . .	350 lbs. bowl capacity
Model 65-B	. . .	600 lbs. bowl capacity
Model 70-B	. . .	800 lbs. bowl capacity

The men that build the guns and the men that use them both need plenty of food energy. Sausage manufacturers can help by producing more sausage products.

Buffalo Silent Cutters are doing a big job in helping sausage makers speed sausage production. Fast, smooth and cool cutting, Buffalo machines protect protein value and improve the quality of the finished product. The scientific Buffalo knife arrangement and balanced machine design produce a high-yielding emulsion *free from lumps and sinews*.

Plants everywhere are reporting that Buffalo Silent Cutters speed sausage production 25% to 50%.

Buffalo manufactures a complete line of sausage making machinery. Write for a complete catalog today.

Buffalo sausage machines help sausage makers produce plenty of healthful, energy building foods which are vital for victory.

*Buffalo Vacuum Mixers* remove all air pockets and tiny air particles from the

## JOHN E. SMITH'S SONS CO.,

Manufacturers of a complete line of Sausage Machinery



# Buffalo

QUALITY SAUSAGE MAKING MACHINE



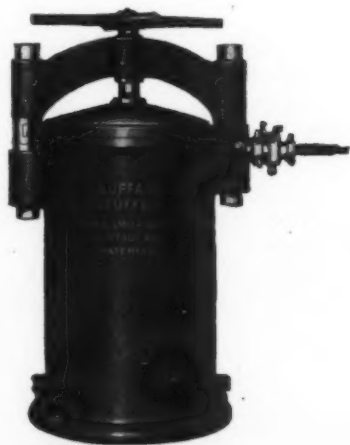
# SPEED PRODUCTION for VICTORY

meat, preventing bacterial growth from getting started. The result is a smoother, more condensed emulsion of finer quality and improved color.

*Buffalo Grinders* grind the meat into small, uniform pieces without mashing or burning. When this ground meat is placed into a silent cutter it produces a finer emulsion *free* from lumps and sinews.

*Buffalo Stuffers* save time and increase production by speeding stuffing operations. Guaranteed leakproof pistons prevent air from entering into the meat. Quick opening cover permits fast loading.

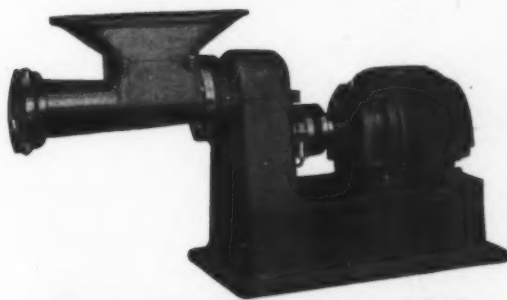
**BUFFALO  
GRINDERS, STUFFERS, MIXERS**  
Help Sausage Makers  
Produce More Food to  
**KEEP AMERICA FIT**



**BUFFALO STUFFER**



**BUFFALO VACUUM MIXER**



**BUFFALO HELICAL GEAR DRIVE GRINDER**

**50 BROADWAY, BUFFALO, N. Y.**

Sales and Service Offices in principal cities



**Buffalo** QUALITY SAUSAGE MAKING MACHINES

THE NATIONAL PROVISIONER, Vol. 107, No. 16. Published weekly at 407 So. Dearborn St., Chicago, Ill., U. S. A. by The National Provisioner, Inc. Yearly subscriptions: U. S., \$3.00; Canada, \$5.00; foreign countries, \$5.00. Single copies, 25 cents. Copyright 1942 by The National Provisioner, Inc. Trade Mark Registered in U. S. Patent Office. Entered as second-class matter October 8, 1919, at the post office at Chicago, Ill., under the act of March 3, 1879



# CAR ICING

*the Modern Way with*

# Vogt

## TUBE-ICE

**SAVES** TIME, LABOR  
AND MONEY



Refrigerator car bunkers being filled with sized ice from a 50-ton Vogt Tube-Ice Machine at a prominent Mid-Western meat packing plant.

No breaking, sawing or crushing of large blocks of ice, with attendant waste, is necessary when cars are refrigerated with Tube-Ice—because the Vogt Automatic Tube-Ice Machine produces sized ice at once in its ultimate form!

Tube-Ice is easily handled by conveyors or spouts and flows smoothly from the machine, without jamming, to the point of discharge. Ice bunker compartments can be filled solidly without packing due to the cylindrical shape of Tube-Ice. This also allows positive circulation of air through the ice which quickly and evenly lowers the temperature thru-out the car.



Write for  
Bulletin TI-2



**Vogt**  
AUTOMATIC  
**TUBE-ICE  
MACHINE**

PATENT NUMBERS  
2,200,424 2,239,234



**HENRY VOGT MACHINE CO.**  
Incorporated  
LOUISVILLE, KY,

*New York, Philadelphia,  
Cleveland, Chicago, Dallas*

# WESTERN UNION

## CLASS OF SERVICE

This is a full-rate Telegram or Cablegram unless its character is indicated by a suitable symbol above or preceding the address.

R. E. WHITE  
PRESIDENT

HERSCHEL CARLSON  
MANAGER OF THE BOARD

J. C. WILKINSON  
FIRST VICE-PRESIDENT

LDU100 121 NT 2 EXTRA=LOUISVILLE KY, SEP 24

TO ALL PACKERS KILLING HOGS  
EVERYWHERE IN THE U.S.A

YOU ARE URGED TO CONSIDER INSTALLING VOTATOR CONTINUOUS  
LARD MAKING UNIT TO REPLACE OBSOLETE OPEN EQUIPMENT.

VOTATOR ADVANTAGES ARE SO IMPORTANT THAT PACKERS SAY THEY  
CANNOT AFFORD TO PROCESS LARD EXCEPT WITH VOTATOR.

VOTATOR FIRST ASSURES ABSOLUTE UNIFORM QUALITY ALL  
THE TIME. MAKES WHITER, SMOOTHER TEXTURED LARD. NO MORE  
GRAININESS. ELIMINATES THE CAUSE OF MOST SUMMER COMPLAINTS.

MECHANICAL CONTROL ALL THE TIME. FULLY ENCLOSED AND  
SANITARY. LOWERS OPERATING AND REFRIGERATION COSTS.

GREAT CAPACITY CUTS OPERATING TIME. SENIOR MODEL  
VOTATOR CAPACITY 9,000 TO 11,000 LBS. OF LARD PER HOUR.

JUNIOR MODEL PROCESSES FROM 3,000 TO 4,000 LBS. PER HOUR.

WIRE COLLECT NOW FOR ALL THE FACTS IN VALUABLE FREE

BOOKLET=

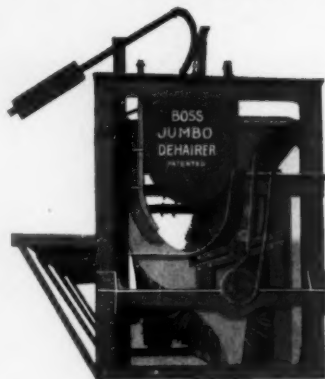
THE GIRDLER CORPORATION  
VOTATOR DIVISION  
LOUISVILLE KENTUCKY.

THE COMPANY WILL APPRECIATE SUGGESTIONS FROM ITS PATRONS CONCERNING ITS SERVICE

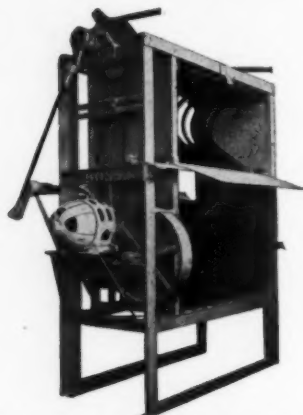
THE SANITARY WAY OF MAKING BETTER LARD AT A LOWER COST



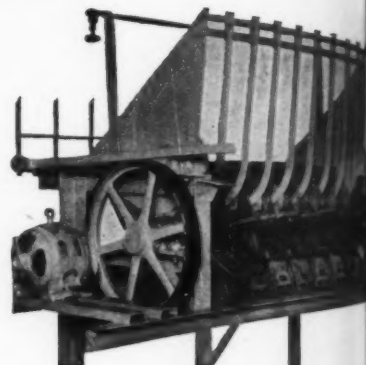
# "BOSS" . . . SERVING THE PACKER



Jumbo Dehairers for large packers



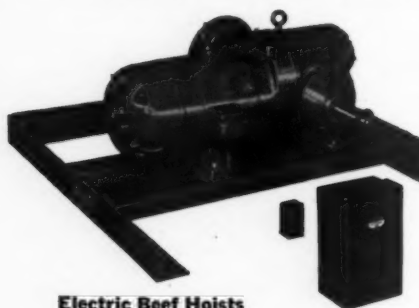
Grate Dehairers for medium packers



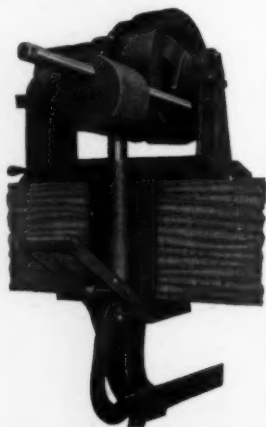
"Baby" Dehairers for small packers



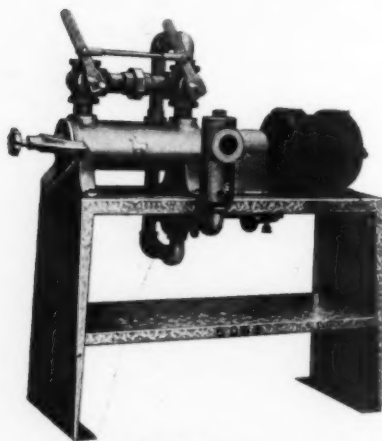
Jerkless Hog Hoists



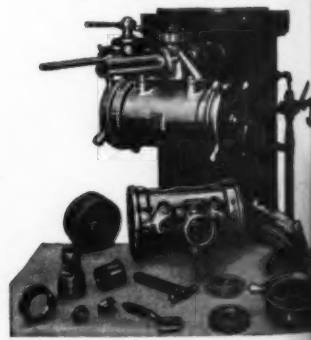
Electric Beef Hoists



Spring Actuated Dropper



Lard Gyrator



Meat Dispensers

Food is an important factor to the fighting forces, and the Meat Industry is an important factor in helping to keep fit and well fed.

"BOSS" Machines and Equipment are important factors in making it possible for you to meet this tremendous obligation.

## "BOSS" . . . Basis Of Sure Success

### THE CINCINNATI BUTCHER

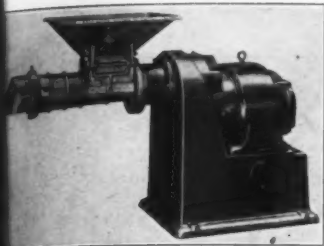


BRANCH:  
824 Exchange Ave., U. S. Yards,  
Chicago, Ill.

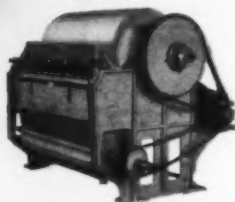
Mfrs. "Boss" Machines for Large Ma

FACTORY: Holen and Wood Plac

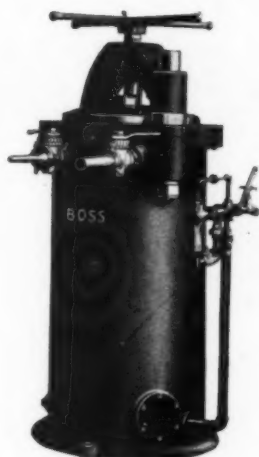
# FROM START TO FINISH . . . "BOSS"



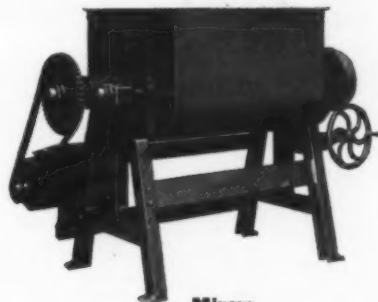
Grinders



Lard Rolls



Stuffers



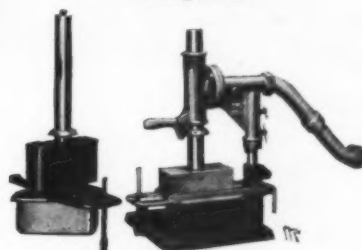
Mixers



Baking Ovens



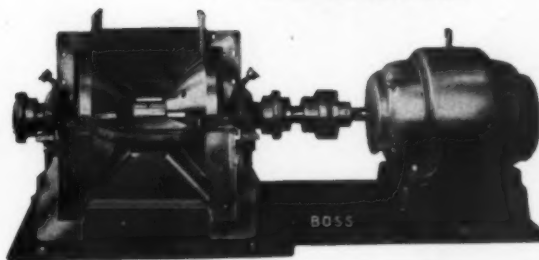
Silent Cutters



Meat Loaf Pan Fillers



Hashers and Washers



Shredders - also furnished with Washers

**Best of Satisfactory Service . . . "BOSS"**  
**HER SUPPLY COMPANY**

Machines for Large Making and Rendering

Elmwood Place, Cincinnati, Ohio

MAIL ADDRESS  
 P. O. Box D  
 Elmwood Place Station  
 Cincinnati, Ohio



# EXPERIENCE COUNTS—*ALWAYS!*

## Cold Storage Space Becoming Scarce

WASHINGTON, Sept. 19 (U. P.).—The Office of Defense Transportation, warning that a "pinch" impends in refrigerated storage space required to preserve stocks of perishable foods, appealed tonight to operators and users of refrigerated warehouses to utilize cold storage facilities as efficiently as possible. To combat the threatened shortage, ODT suggested:

today a vital link in national defense. For **NO FOOD MUST BE WASTED.**

Why be satisfied with anything less than the best — at no extra cost? Get **JAMISON-BUILT DOORS.**

*Consult nearest branch or address*

**JAMISON COLD STORAGE DOOR CO.**

HAGERSTOWN

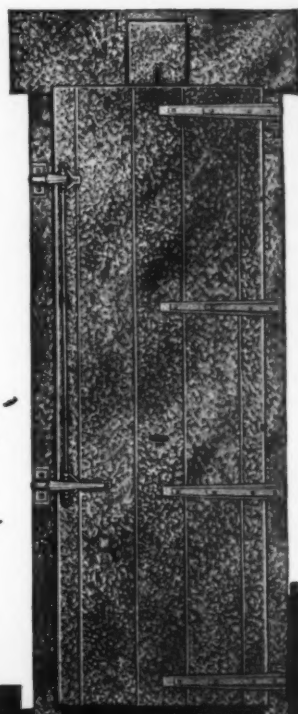
*Jamison, Stevenson and Victor Doors*

MARYLAND

Our 50 years experience produces cold storage doors which efficiently protect the contents of your refrigerated rooms.

**JAMISON-BUILT DOORS—**always essential to the best protection of your perishable food products — are

You can't buy  
**EXPERIENCE,**  
but **JAMISON**  
builds it into  
**EVERY**  
**DOOR**



Jamison High Track  
Metal Clad Door.  
Send for Bulletin 124  
A typical example of  
how Jamison creates  
doors to meet all needs.







**TUNE IN  
EVERY THURSDAY  
9<sup>30</sup> to 10<sup>00</sup> p. m.**

**Eastern War Time**

**Columbia Network—Coast-to-Coast**



# Stage Door Canteen

Where the greatest stars of stage, screen and radio put on their own show for the service men of the United Nations. And now, through the sponsorship of Corn Products Refining Company, this superlative entertainment is brought right to your living room.

You'll meet a new galaxy of stars every week. Don't miss a single show.



**Sponsored by These Nationally  
Known Packaged Products...**



**CORN PRODUCTS REFINING COMPANY**

*Manufacturers of*

**CERELOSE**  
*pure*  
**DEXTROSE**



**NO ONE HAS A GOOD  
MARKET FOR BAD  
MERCHANDISE +**

Another good thought passed on by



MAKERS OF

**PAPERS FOR PACKERS**

**KALAMAZOO VEGETABLE PARCHMENT COMPANY**

PARCHMENT KALAMAZOO MICHIGAN

# *A Series of* **FAMOUS LABELS**

**NO. 4**



**WHITE  
OILED**



★ There is probably no "best" loin wrapper for all conditions. Some markets require one thing, some another. But out of the dozen or more KVP papers used for wrapping loins, KVP White Oiled stands out as one of the best from the protection and price angle.



## *Papers for Packers*

FROM

**KALAMAZOO VEGETABLE PARCHMENT COMPANY**  
PARCHMENT, KALAMAZOO, MICHIGAN



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# SYLVANIA\* CASINGS

## for Conservation

Determination to strictly adhere to a program of conservation of all materials is one of the strongest weapons that can aid us in winning the war.

Conservation and preservation of Meats—one of the basic foods of fighting America—is most essential.

Also—quality is equally important. The reputation of the product rests not only on the unfailing quality of the product itself, but on its appearance when packaged, and how the package stands up.

SYLVANIA CASINGS for the packaging of sausage, hams, loaves, picnics, etc., will conserve materials, increase dealer sales and promote consumer satisfaction.

SYLVANIA CASINGS FOR MEATS have exceptional clarity and sheen, good strength and lasting qualities, excellent printing surface for brand identification, and they are economical to use.

The foregoing advantages are all a part of SYLVANIA CASINGS FOR MEATS.

Meat products have a vital job to do. The Packer should conserve and safeguard their quality with SYLVANIA CASINGS. They will always give value and good service.

\*REG. U. S. PAT. OFF.

**BUY UNITED STATES WAR BONDS AND STAMPS**

*Sylvania Casings for Meats*  
**SYLPHCASE** **SYLPH - THIN**  
REG. U. S. PAT. OFF. REG. U. S. PAT. OFF.  
**SYLVANIA INDUSTRIAL CORPORATION**

General Sales Offices: 122 E. 42nd St., New York—Works: Fredericksburg, Va.

Casing Division Sales Office: Chicago, Ill., 111 N. Canal Street

Other Branches or Representatives

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BOSTON, MASS. . . . 201 Devonshire Street

PHILADELPHIA, PA. . . . 260 South Broad Street

DALLAS, TEX. . . . 812 Santa Fe Building

CANADIAN AGENT—Victoria Paper and Twine Co., Ltd.—TORONTO—MONTREAL—HALIFAX



Gebhardt's refrigerate Hormel branch house cooler

# *Immediate delivery...*

## ON GEBHARDT REFRIGERATION, AIR CONDITIONING

GEBHARDT Cold Air Circulators *can and will*: reduce shrinkage, maintain a bright and better color, stop slime and mold, reduce chilling time, eliminate messy brine, increase cooler capacity, lower operating expense, reduce maintenance cost, eliminate wet, drippy ceilings and walls, and positively remove bacteria and odors.

NOW is the time to replace ineffective, unsafe, worn-out pipe coils, brine tanks, brine spray systems or unit coolers. We can supply GEBHARDTS immediately, complete with full automatic controls, piping and fittings. Today's emergency demands the greatest efficiency in *all* industries . . . *let us show you how to effectively combat cooler waste. Write today!*

**PARTIAL LIST OF USERS**

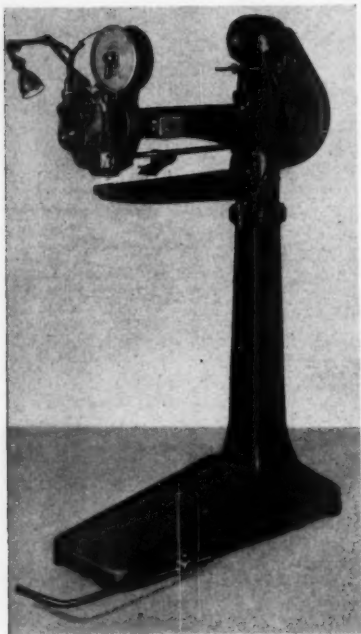
GEORGE A. HORMEL & CO.	WITSEL & CO.
CANADA PACKERS	BOOKEY PACKING CO.
H. H. MEYER PACKING CO.	ARBOGAST & BASTIAN
BURNS & CO., LTD.	MICKELBERRY'S FOOD
UNITED DRESSED BEEF CO.	PRODUCTS CO.
GAINERS, LTD.	KIRBY PACKING CO.
DAVID DAVIES PACKING CO.	DANAHY PACKING CO.

# ADVANCED ENGINEERING CORPORATION

2646 WEST FOND DU LAC AVENUE • MILWAUKEE, WISCONSIN

# BLISS SHIPPING CONTAINERS

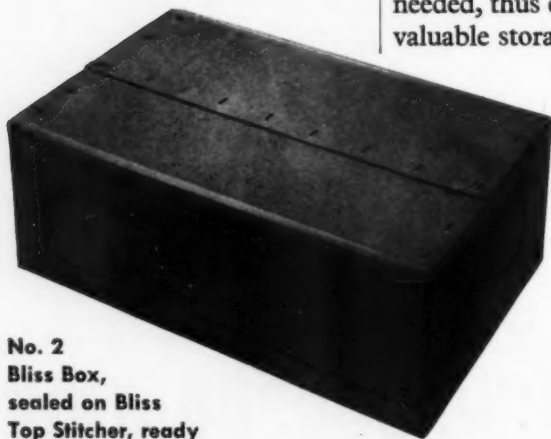
*For Safety - Convenience - Economy*



**THE BLISS HEAVY DUTY  
BOX STITCHER**

Widely used throughout the Packing Industry for assembling and stitching Bliss Boxes. Equipped with Bliss Heavy Duty Stitcher Head. Operates at high speeds and built to render many years of continuous service.

*Ask for Literature  
on These  
Two Machines*



**No. 2  
Bliss Box,  
sealed on Bliss  
Top Stitcher, ready  
for shipping.**

Packers who use the regular No. 2 Bliss Boxes and the Special Bliss Wire-Lock Seal Box for shipping their fresh and smoked meats, pork loins, dressed poultry, lard, butterine, and other products have found these boxes to be the strongest, safest and most practical fibre containers available.

All four corners are reinforced with double thickness of board, giving them extra strength both for stacking in storage and while in transit.

These boxes also save money in material, and reduce freight charges because of their light weight.

Both types of boxes are supplied flat by leading Box Makers, and are assembled and stitched on Bliss Stitchers in your own plant as needed, thus conserving valuable storage space.



**BLISS WIRE-LOCK SEAL BOX**

This box, with arched wire stitches attached, is now manufactured by leading container companies, and is available to the Packing Industry for use in shipping many kinds of meat products. May be opened for inspection and resealed without damage to the box.



**THE BLISS POWER LIFT  
TOP STITCHER**

Wire stitches the tops of Bliss Boxes after they are filled, making a uniformly secure closure. Filled boxes are automatically raised to stitching position, stitched, and lowered again to conveyor line or table without manual handling. Easy to operate, high speed.

## DEXTER FOLDER COMPANY

330 West 42nd St., New York

Chicago  
117 W. Harrison St.  
Boston  
185 Summer St.

Cincinnati  
3441 St. Johns Place  
Philadelphia  
Bourse Bldg.



# 6 Tons of meat smoked and cooked in 24-hour day



**In Automatically Controlled Air-Conditioned Smoke House of the Star Provision Company, Birmingham, Alabama**

**4 Times as much meat** can be smoked and cooked in this new Carrier air-conditioned smoke house as was handled formerly in old style smoke houses. Automatic controls make its operation possible by one person—either man or woman. Frankfurters, bologna and tenderized hams are smoked and cooked without handling between processes.

**I**NSTALLATION of this latest type smoke house at the meat packing plant of the Star Provision Company, Birmingham, Alabama, has resulted in a tremendous increase in production and also improved uniformity of quality.

Carrier Air Conditioning equipment automatically controls temperature, humidity, air motion and smoke density. Temperature can be regulated according to the type of meat product being smoked, with a temperature range from 90°F to 190°F provided. The smoke house is also equipped with water spray nozzles for quick cooling of the meats after smoking.

Carrier is experienced in equipping plants of all sizes with money-saving, product-improving smoke houses. Call your nearest Carrier representative or write direct for further information without obligation.



**24-Hour per day operation** of Carrier air-conditioned smoke house prevents any meat processing bottleneck at plant of Star Provision Company. Typical daily capacity is one load of frankfurters, one load of bologna, one load of ham—a total of 6 tons of meat in 24 hours.



*The Navy "E", one of the U. S. Navy's most coveted honors, has been awarded to Carrier Corporation for excellence in war production.*

CARRIER CORPORATION, Syracuse, N. Y. Desk J21

Please send your manual on the care and maintenance of air conditioning and refrigeration equipment.

Name.....

Company.....

Address.....

City.....

LET'S STRENGTHEN  
STATIONERY OF THE  
IN PROGRESS

SEE AND TALK  
WITH OUR MAN

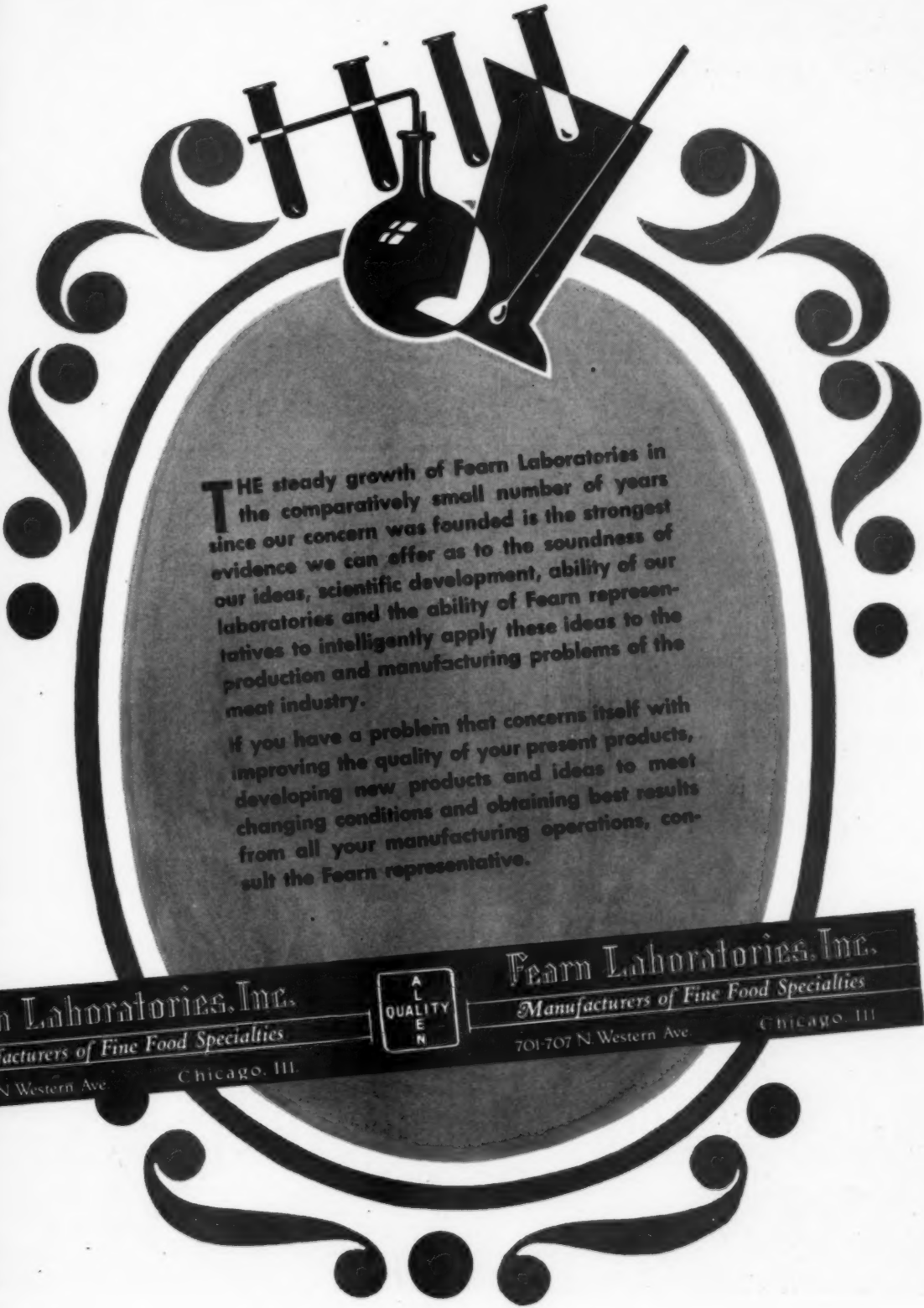


Fearn Laboratories, Inc.

*Manufacturers of Fine Food Specialties*

701-707 N. Western Ave.

Chicago, Ill.



**T**HE steady growth of Fearn Laboratories in the comparatively small number of years since our concern was founded is the strongest evidence we can offer as to the soundness of our ideas, scientific development, ability of our laboratories and the ability of Fearn representatives to intelligently apply these ideas to the production and manufacturing problems of the meat industry.

If you have a problem that concerns itself with improving the quality of your present products, developing new products and ideas to meet changing conditions and obtaining best results from all your manufacturing operations, consult the Fearn representative.

**Fearn Laboratories, Inc.**

*Manufacturers of Fine Food Specialties*

701-707 N Western Ave.

CHICAGO, ILL



**Fearn Laboratories, Inc.**

*Manufacturers of Fine Food Specialties*

701-707 N Western Ave.

CHICAGO, ILL

# MEETING THE EMERGENCY

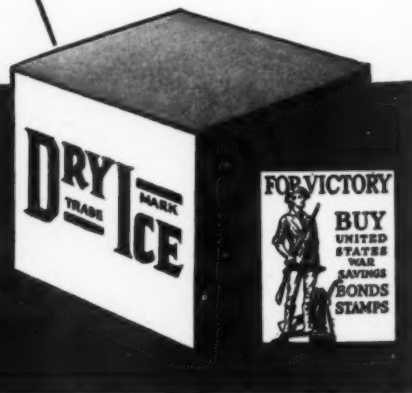
Now more than ever "DRY-ICE" is proving its flexibility and adaptability as a refrigerant in the face of the ever changing demands of the meat industry's transportation problems.

Our experienced representatives will be glad to assist you in fitting "DRY-ICE" into your distribution program.

## PURE CARBONIC, INCORPORATED

General Offices: 60 East 42nd St., New York, N.Y.

NATION-WIDE "DRY-ICE" SERVICE—DISTRIBUTING STATIONS IN PRINCIPAL CITIES







*Nature cuts loose on Cobbly Creek, and a sturdy, compact Mack line-truck gets men and tools to the spot to fix things . . . fast! Sketched for Mack by Peter Helck.*

### **IT GOES ON . . . AND ON . . . AND ON!**

YOU WON'T think of many names in industry that have stood for so much, so clearly, so long as has the name of Mack. From the smallest to the largest in trucks, whether it be one of the countless varieties of civilian trucks or one of the many special Macks now serving with the armed forces . . . back of *any* Mack is the intention to be the best truck of its type in the world. And back of *every* Mack is a 42-year record saying that is what Macks are! Come war, come peace, come the changing years, that basic Mack idea goes on and on!

*Mack Trucks, Inc., New York, N. Y. Factories at Allentown, Pa.; Plainfield, N. J.; New Brunswick, N. J. Factory branches and dealers in all principal cities for service and parts.*



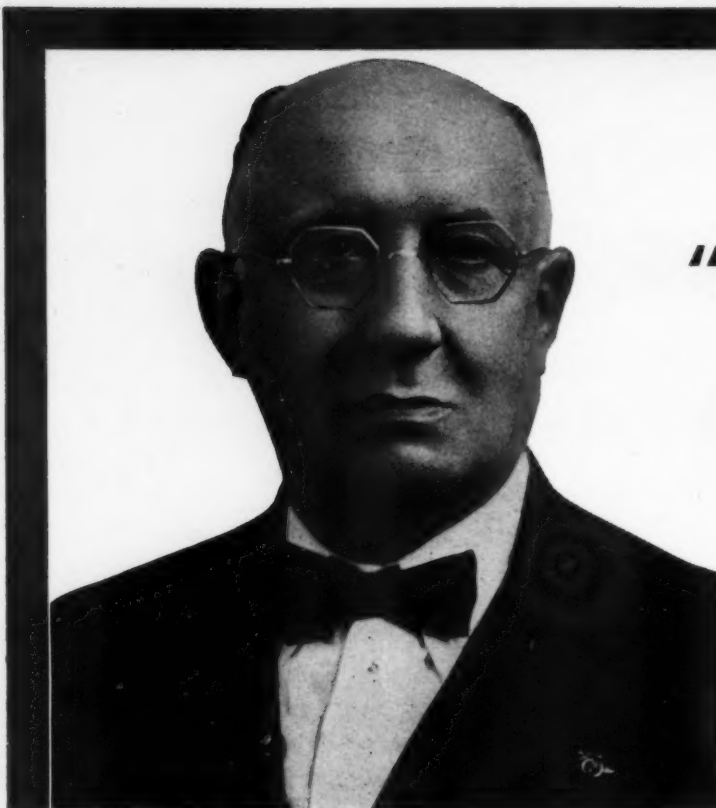
# **Mack**

**TRUCKS  
FOR EVERY PURPOSE**

ONE TON TO FORTY-FIVE TONS

BUY U. S. WAR BONDS

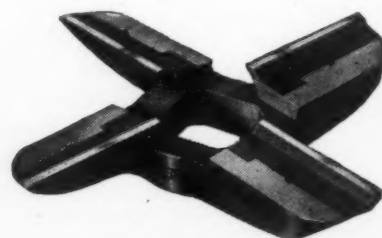
**IF YOU'VE GOT A MACK, YOU'RE LUCKY . . . IF YOU PLAN TO GET ONE, YOU'RE WISE!**



**"IF YOU ARE TROUBLE  
I WILL DO MORE THAN SO**

**DO YOU KNOW** that all the large meat packers and 75% of all the leading sausage-makers in the U.S. are using C-D reversible grinder plates, C.D. Knives with changeable blades, or C-D TRIUMPH Knives with changeable blades? Experience with other makes of plates and knives convinced them that the best knife and plate for their particular needs were the ones suggested by the "Old Timer." They unanimously agree that for efficiency, durability and long-range economy, C-D Plates, C-D Cutmore Knives and C.D. Knives are without equals . . . they choose them for *standard equipment!*

The C-D Reversible Grinder Plate combines two plates in one! Perfect alignment prevents knife from wearing ridge in plate. Arrangement of 1/8-inch holes (1,683!) gives shear-cutting effect. Guaranteed against cracking, breaking, pitting or chipping at the cutting edge!



**NEW! IMPROVED C-D CUTMORE KNIFE**

**FAMOUS C-D REVERSIBLE PLATE—1,683 HOLES!**

UBLE WITH A SAUSAGE PROBLEM, LET ME HAVE IT.

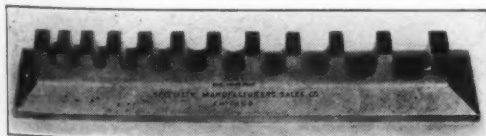
THAT SOLVE IT . . . I'LL SAVE YOU MONEY, TOO!"

*C.W. Dieckmann*  
"THE OLD TIMER"



**C-D SAUSAGE  
LINKING GAUGE**

Increases the speed of hand linking, improves appearance of linked sausage, and slashes sausage linking costs! High measuring guides make it possible for operator to swing links with little effort. Links are uniform and cleanly divided. Easily adjustable to accommodate various lengths.



**C-D CASING MEASURING GAUGE**

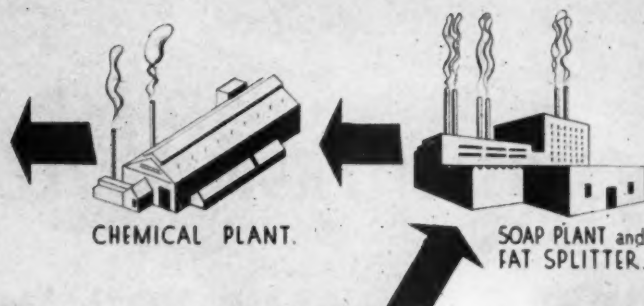
Sturdily built of pure aluminum—will not rust. Heavy, broad base eliminates tipping. More accurate and more dependable—measures all sizes of casings.

**C-D KNIVES AND PLATES FOR GRINDERS AND CUTTERS ARE BUILT TO OUT-LAST ANY "DURATION."**

C-D superior plates are made of a special wear-resisting alloy guaranteed to out-last two plates of any other make. They are available in all styles—angle hole, straight hole and tapered hole . . . one sided or reversible; all are equipped with patented spring lock bushing which makes loose plates an impossibility. The improved Triumph Plates have proved themselves the most economical plate in existence, cutting several million pounds of meat before sharpening is required.

We stock a complete line of feed-worms, studs, rings, all makes and sizes of solid knives, silent cutter knives, Superior Knives, B & K Knives with changeable blades. Send for full particulars today!



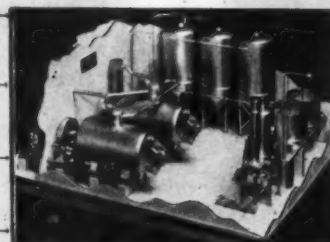


PACKING HOUSES  
BY PRODUCTS

SHOP COLLECTIONS  
BUTCHER SHOPS

KITCHEN FATS  
HOMES

DEAD ANIMALS  
FARMS, ETC.



RENDERING PLANT.

## YOUR RENDERING JOB IS VITAL ARE YOU PERFORMING IT?

With maximum yield?  
With best operation for optimum results?  
With proper maintenance?  
With minimum repairs and replacements?

You must be able to answer "YES" for utmost contribution to the War Effort.

### LET US HELP YOU

Solve your rendering problems!  
Increase fat yield!  
Decrease cooking time!  
Improve quality of product!  
Rebuild present equipment when feasible, with minimum material requirements!

IF IT CAN'T BE REBUILT, LET US FURNISH YOU WITH THE MOST EFFICIENT AND UP-TO-DATE RENDERING EQUIPMENT.

RUJAK EQUIPMENT IS DESIGNED FOR BEST RESULTS WITH LONG LIFE AND LOW MAINTENANCE . . . KEEP IT PROPERLY MAINTAINED.

# WE MUST AND WE WILL WIN THE WAR, SO . . .

## WE MUST CONSERVE MATERIALS OF CONSTRUCTION AND REPAIR

OUR ENGINEERING SERVICES, WITH EXPERIENCE DATING BACK TO THE START OF DRY RENDERING, ARE AVAILABLE.

## THE JOHN J. DUPPS CO.

MEAT PACKERS AND  
AMERICAN BLDG.



RENDERERS' MACHINERY  
CINCINNATI, OHIO





**IN THE FIELD.** "Field Rations" keep our boys well fed. But the cans in which they're packed use up large quantities of metal.

## What happens to the metal formerly used for your containers?

**M**ANY OF YOU HAVE HAD to give up the metal containers you once used, because that metal is needed for containers absolutely essential to the war program.

This change hasn't been easy. It's meant losing the ideal package for your products and the consumer acceptance your metal containers have always enjoyed.

But here's how your sacrifice is helping our war effort win a Total Victory for Freedom:

**Our armed forces are getting the best meals—and plenty of them. Enormous**

**quantities of tin cans—the perfect food containers—see to that.**

Our civilians, too, must have ample supplies of essential foods the year around. Here again tin cans are serving a vital purpose by making possible the preservation of our national harvests.

Our Army and Navy must also have huge numbers of metal containers to package other vital tools of war. Canned-made containers for blood-plasma transfusion kits. . . explosives . . . bandages . . . oil. . . and so forth, are helping the United Nations . . . hurting the Axis.

Under Government direction, the metal that formerly went into your con-

tainers is now being used for war work. You and we are cheerfully co-operating with Government regulations. You are using vision and ingenuity to make the best of substitute packages—for the duration.

To the Government—and to you, our customers—we make this pledge: Despite today's difficulties, our plants will continue to turn out the finest metal and fibre containers and our research laboratories will work to improve the packages you will use in the future. *American Can Company, New York, N. Y.*

*The Mark* **G** *of Excellence*

★ Chili Powder      ★ Chili Pepper  
★ Onion Powder    ★ Garlic Powder  
★ Paprika

Gentry Quality begins on the farms and ranches producing the Chili Peppers, Paprika Pods, Onions and Garlic we process into the fine products starred on the banner above.

Through our careful supervision of seed selection, cultivation, harvesting and grading of the produce we assist Nature in her job and at the same time assure ourselves of *dependable supplies of dependable raw materials*.

The vigilant inspections and laboratory examinations that accompany our dehydration and other factory processes further warrant that whatever goes into a Gentry package is of top quality at its price.

By these production methods and quality controls and by a friendly, cooperative attitude toward our customers we have gained and held their confidence for more than twenty years.

What better Award of Merit could any food producer ask?

Whatever your use for these seasonings, Gentry's will probably give you better results. Samples of any or all upon request.

## C.B. GENTRY COMPANY

GENERAL OFFICES  
837 N. SPRING ST.  
LOS ANGELES, CALIF.



DEHYDRATION  
DIVISION  
GILROY, CALIF.

# Printed Meat Wrappers of *Distinction*

## WRAPPING CHART—RECOMMENDED BY DANIELS

PRODUCT	KIND OF WRAPPER TO USE				
	SYLVANIA CELLOPHANE	GREASE- PROOF PARCHMENT	GLASSINE	LARD PAK	BACON PAK 35
Bacon Slab		X			
Bacon, Sliced	X		X		X
Bacon Square	X	X			X
Dried Beef	X				
Ham, Baked	X	X			
Ham, Boiled		X			
Ham, Cottage		X			
Ham, Smoked		X			
Lard in Cartons					X
Meat Loaves		X	X		
Oleomargarine					X
Picnics		X	X	X	
Pork Sausage		X			

**DANIELS**  
*Manufacturing  
Company*

RHINELANDER  
WISCONSIN

IF YOU WANT HELP ON A PACKAGING PROBLEM OR  
SUGGESTIONS FOR IMPROVING YOUR PRESENT  
PACKAGING . . . WRITE US . . . NO OBLIGATION.

**COMPLETE** *Packaging*  
**SERVICE**

**GLASSINE • LARD PAK • GREASEPROOF PARCHMENT • SYLVANIA CELLOPHANE**



## ADVANCE DIP TANK

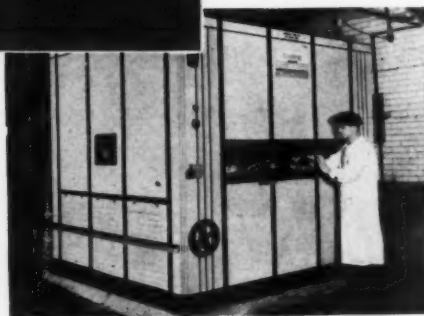
**for a more perfect loaf at less cost and greater speed**

For perfect loaves, properly baked and beautifully finished, use the Advance Oven and the Advance Dip Tank. No burned or cracked loaves, no complicated methods. Advance Ovens, with their automatic controls, premixing burners, oil-sealed drives and rust-proof, easy-to-clean interiors, do a perfect baking job every time. Advance ovens are equipped with steam sprays for injecting steam at intervals in connection with baking meat loaves—also especially valuable for steaming out oven after each day's operation. The Advance Dip Tank, equipped with automatic controls, makes smoking of shortening impossible, gives loaves perfect color, uniform attractive crust, and finer finish.

Get full details today. Every inquiry will be personally answered.

## ADVANCE

700 S. 18<sup>TH</sup> STREET



## OVEN CO.

ST. LOUIS, MISSOURI

It took a war to do it, but it certainly has blasted some of us into a more intelligent attitude regarding precious machinery and equipment. A few years' wear doesn't make a well-built machine "obsolete," as many of us were taught to believe. Proper care and periodic check-ups by experienced service men will keep soundly-built equipment performing at its intended peak throughout any duration. BUILDICE is now offering reconditioned equipment that will match performance figures with the best of new equipment. Consult BUILDICE for the economical solution to all refrigeration problems. Consult BUILDICE for expert repair and maintenance work. Keep your plant in peak condition, always!

## BUILDICE COMPANY

4249 ELSTON AVENUE  
CHICAGO, ILLINOIS

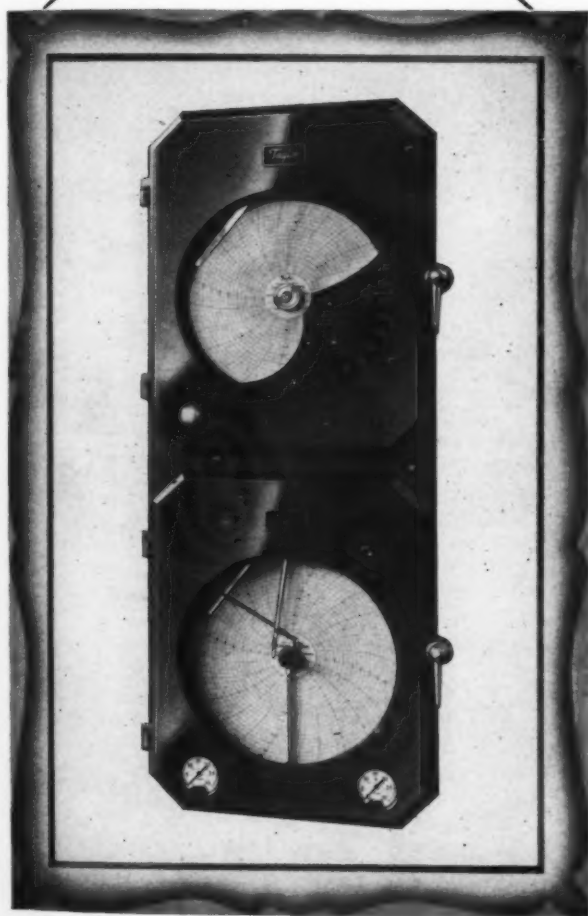
TELEPHONE IRVING 6630

REFRIGERATION AND AIR CONDITIONING



WHY AREN'T THERE  
ANY PEOPLE  
IN THIS PICTURE?

BECAUSE TAYLOR  
TIME SCHEDULE  
CONTROLLER  
ELIMINATES THE  
HUMAN ELEMENT!



ANY old-time smokehouse operator might rub his eyes and say the Taylor Fulscope Time Schedule Controller was just too good to be true. Yet it's a fact! It can be geared to any procedure you have—and give you the exact results you want almost beyond the possibility of error by new or inexperienced operators. Temperature, humidity, and correct quantities of outside air can be controlled *automatically!*

With skilled labor so scarce, the Taylor Time Schedule Controller is the instrument you need to budget the operator's time most efficiently.

**1. PUSH BUTTON CONTROL** entirely eliminates manual control when desirable.

**2. IT PERMITS EXACT REPRODUCTION** of any ideal smoking schedule.

**3. DUAL CASE CONSTRUCTION** permits easy accessibility to both control mechanism and cam and trip mechanisms.

**4. IT'S TAYLOR-MADE . . . and Taylor means Accuracy First!**

With meat shortages already here, nobody can afford to take chances on over-drying, excessive shrinking or under-curing. If you haven't already seen this outstanding new Taylor development, get the full story from your Taylor Field Engineer! Call your nearest Taylor office or write Taylor Instrument Companies, Rochester, N. Y., or Toronto, Canada.

*Taylor Instruments*

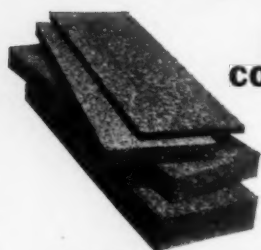
— MEAN —

**ACCURACY FIRST**

Indicating, Recording, Controlling

TEMPERATURE, PRESSURE, HUMIDITY,  
FLOW AND LIQUID LEVEL

★ KEEP ON BUYING U. S. WAR BONDS AND STAMPS ★



**NOVOID  
CORKBOARD**



**NOVOID CORK COVERING**

## **BOTH THESE DEPENDABLE MATERIALS AVAILABLE TO PROTECT PERISHABLES**

**A**LTHOUGH Novoid Cork Insulation is still restricted for general insulation use, there is an adequate supply available to assure prompt delivery on all refrigerated construction rating an A-10 priority or better. Most applications in the food field rate this priority, especially where extreme low temperatures must be held to protect perishables.

This will be good news to many old Novoid customers. They'll be glad to know they can get the dependable protection, refrigeration economy, moisture-resistance, and lasting service that Novoid Corkboard and Cork Covering provide.

So if you need insulation now for protecting perishables, get in touch with us right away. We'll be glad to send you complete facts about Novoid Corkboard and Cork Covering, and up-to-date delivery information.

**... and here's an efficient new addition to  
the NOVOID line**

## **NOVOID MINERAL WOOL BOARD**

This newest addition to the Novoid line is a non-priority material well suited to most low temperature applications. It is basically mineral wool with a waterproof binder, and has a thermal coefficient lower than 0.33 B.T.U. at 75°F. In all respects it equals or exceeds Federal Specification HH-M-371 for board or block form insulation. Novoid Mineral Wool Board is moisture-resistant, structurally strong, is free from objectionable odor and from any liability to rot, mold, or harbor vermin. Easily handled 12" x 36" board sizes and convenient thicknesses make for quick application. Get the whole story today. For facts about Novoid Mineral Wool Board and other quality materials in the Novoid Line, write now to Cork Import Corporation, 330 West 42nd Street, New York City.

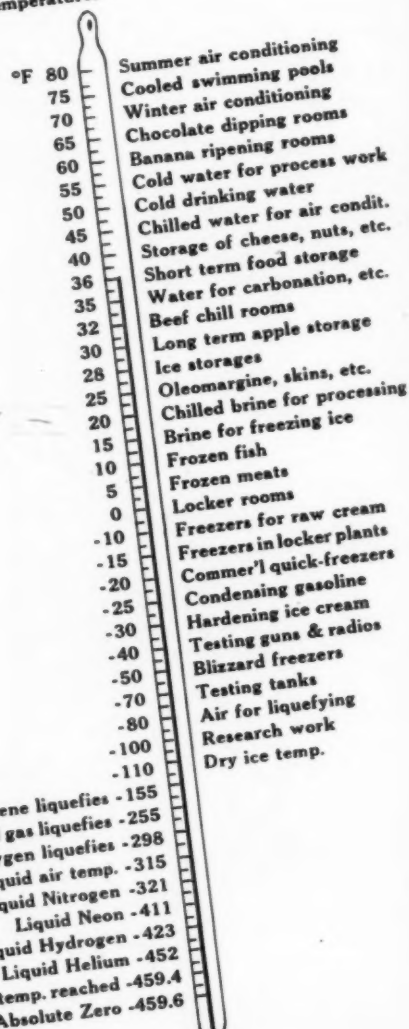
## **NOVOID INSULATION**

**CORKBOARD • CORK COVERING • MINERAL WOOL BOARD**



## **Is your Business carrying a fever?**

Check the temperature at which your place operates with those on this chart. See what can be done with proper refrigeration. Perhaps your business should be carrying a lower temperature.



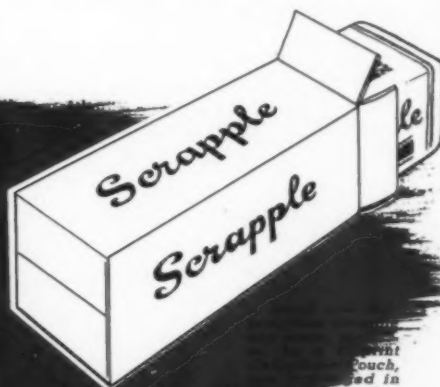
## **Refrigeration**

Is the answer to your cooling needs.

**Write Frick Co., Waynesboro, Pa.**

# Your **REPLACEMENT PACKAGE**

can be more than  
"almost as good"



# MILPRINT *Inc.*

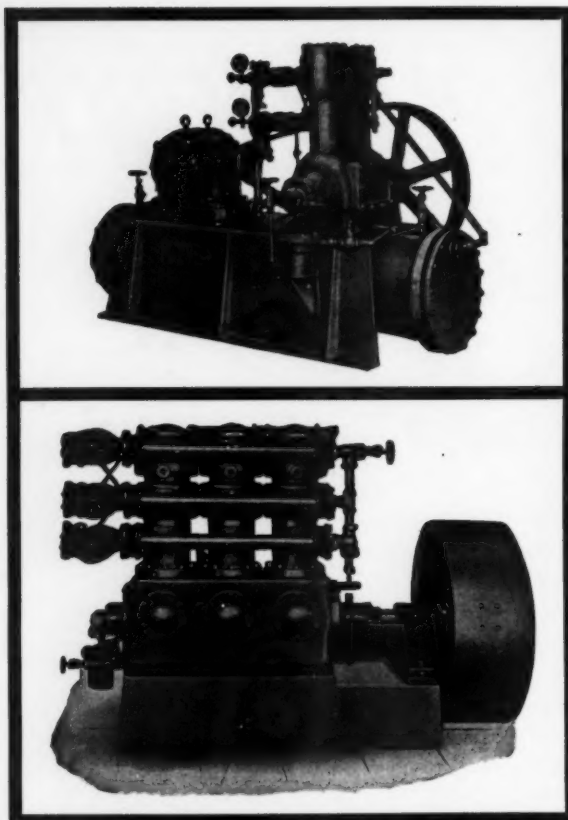
Represented by 94 Trained Milprint Packaging Engineers Throughout the United States

Plants at **MILWAUKEE** ★ **PHILADELPHIA** ★ **LOS ANGELES**

**"PACKAGING ENGINEERS TO A NATION AT WAR"**

Sooner or later . . . whether you like it or not . . . restrictions on vital materials may cause you to look around for replacements for your packages. When that time comes, you may call on Milprint Packaging Engineers with fullest confidence. Milprint replacement packages are designed to be MORE than "almost as good" as your present containers. Replacements by Milprint are already doing a man-sized protective-packaging job . . . on the home front . . . on the war front . . . carrying on for packages now on the restricted list.

Progressive packers will anticipate this need for replacements . . . will turn to Milprint Packaging Engineers NOW for sound advice on how to meet and beat this problem.



## HOWE REFRIGERATION

for every branch of the Meat Industry

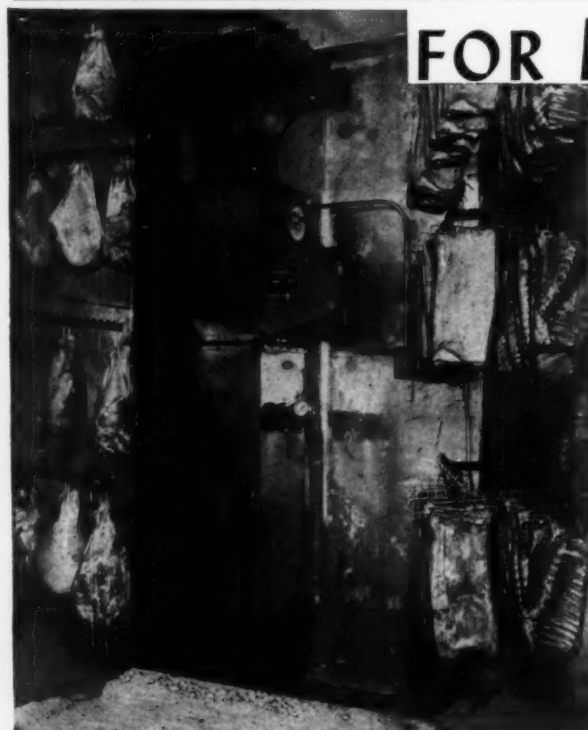
Thirty-one years ago, the Howe Ice Machine Company pioneered the designing and building of *practical* refrigeration equipment. Today, the Howe organization brings to every installation an experience and practical engineering knowledge that effect definite savings in installation and insure *extra* years of low-cost performance. Howe ammonia compressors and automatic compact units are built in sizes from  $\frac{1}{2}$  to 150-ton capacity. These rugged units are built in a complete range of sizes from  $\frac{1}{2}$  to 20 tons. Remember **HOWE** for: Complete Systems for commercial cooling and air conditioning for meats and meat products . . . Shell and Tube condensers . . . Brine Coolers . . . Fin coils and Unit Coolers.

### EXCLUSIVE FEATURES

- Removable and adjustable center bearings
- Four main bearing crankshaft
- Patented safety head with ring plate valves
- Positive internal force feed lubrication to all bearings

## HOWE ICE MACHINE CO.

Refrigerating Machinery Manufacturers Since 1912  
2825 MONTROSE AVENUE, CHICAGO, ILLINOIS



## FOR *Precise* CONTROL

of Temperature and Humidity  
in Moving Air

the **NIAGARA Type A**

**SATURATING SPRAY CONDITIONER**  
is Most Trustworthy

In processing hygroscopic materials or obtaining exact conditions for laboratory work, users find that this NIAGARA patented Saturating Spray Unit is most reliable, giving desired relative humidity to 1% tolerance and temperature to one degree.

### NIAGARA BLOWER COMPANY

Dept. NP-1102  
6 E. 45th St., New York City  
37 W. Van Buren St., Chicago, Ill.  
Fourth & Cherry Bldg., Seattle, Wash.  
673 Ontario St., Buffalo, N. Y.

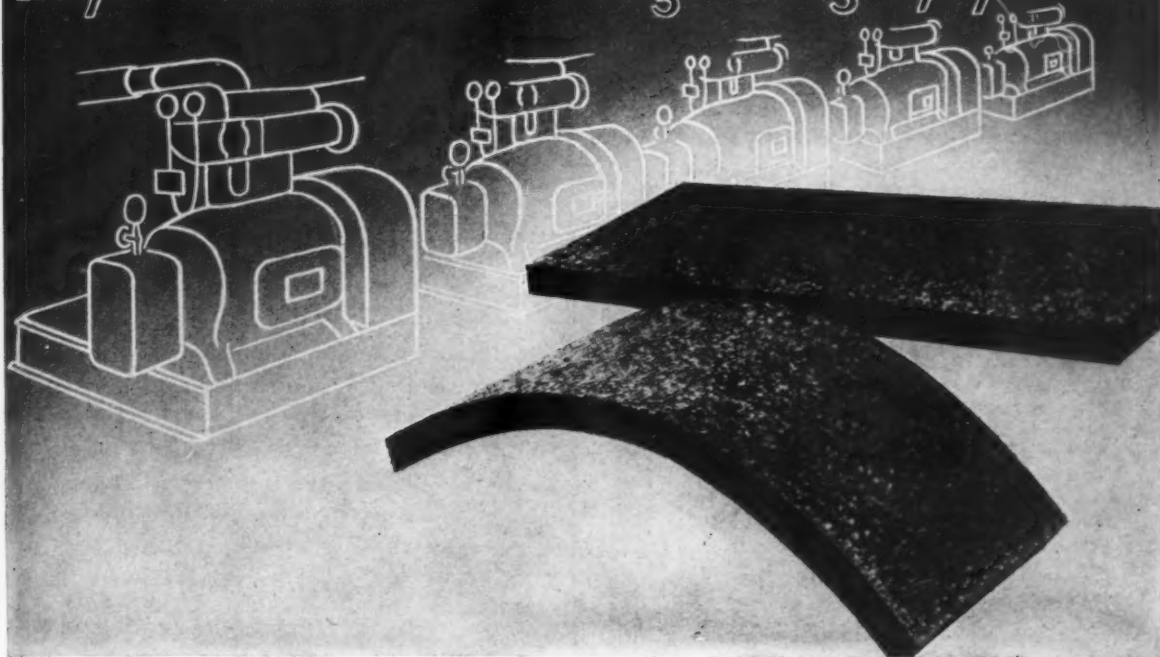
District Engineers in Principal Cities

**NIAGARA** INDUSTRIAL COOLING • HEATING • DRYING  
HUMIDIFYING • AIR ENGINEERING EQUIPMENT



# UNITED'S B.B. CORKBOARD

*helps conserve vital refrigerating equipment*



The necessity of maintaining an unfailing source of refrigeration is more important now than ever. And refrigerating equipment, to withstand today's heavy-duty requirements, demands insulation that will stand up under the severest operating conditions. Otherwise, there is a heavy toll in equipment depreciation.

UNITED'S B. B. Corkboard meets such demands. The character and composition of natural cork, plus UNITED'S exclusive Block Baking process, provide exceptionally high insulating qualities. By its greater resistance to heat transmission and resultant uniform temperature control, it allows increased efficiency of refrigerating equipment thereby minimizing depreciation...saving power or fuel...and considerably reducing maintenance.



**UNITED**  
**CORK COMPANIES**  
**KEARNY, NEW JERSEY**  
*Manufacturers and Erectors of Cork Insulation*

Albany, N. Y.  
Baltimore, Md.  
Boston, Mass.  
Buffalo, N. Y.  
Chicago, Ill.

SALES OFFICES AND WAREHOUSES  
Cincinnati, Ohio  
Cleveland, Ohio  
Hartford, Conn.  
Indianapolis, Ind.  
Los Angeles, Calif.

Milwaukee, Wis.  
New Orleans, La.  
New York, N. Y.  
Philadelphia, Pa.

Pittsburgh, Pa.  
Rock Island, Ill.  
St. Louis, Mo.  
Waterville, Me.

# PACKING FOR ARMY OR LEND-LEASE?

Here's how ZIPP Casings:

1. Packed pork sausage better for less
2. Saved 4 ways on canning!

## 1.

Those five-pound packages of pork sausage meat used to go to war in cloth bags. Now many of them go in Heavy Duty ZIPP Casings which are readily available and cost less than  $\frac{1}{2}$ c per pound of meat.

ZIPP Heavy Duty Casings are sanitary, won't weaken from penetration of moisture or fat, and can be most attractively printed. Ask for experimental samples!



## 2.



Canning sausage with ZIPP Casings saves money four ways: First, you pay less for ZIPP Casings. Second, you save because ZIPP Casings are uniform in diameter and length... eliminate the need for frequent weighing. Third, ZIPP Casings, being straight as the sides of the can, eliminate broken pieces and wasted space. Fourth, there are no ends to pick... no loss of meat or labor.

As a bonus you get a better product because ZIPP Casings promote better smoking and form no "crust." Ask for experimental samples!

### IDENTIFICATION, INC.

4541 N. Ravenswood Ave.

Chicago, Illinois

# GOOD MEAT REQUIRES GOOD REFRIGERATION

**BAKER** has been building  
good equipment since 1905

Ask any meat man who knows refrigeration equipment, and chances are he'll tell you, "Yes, BAKER machines are good."

There's a lot behind those five simple words, uttered voluntarily. There's meaning, and belief, and conviction that BAKER machines are good.

And we believe that 38 years of supplying satisfied users is pretty powerful proof.

Right now, BAKER is in the middle of a double-barreled program with two big objectives:

1. Build precision parts for the machines of war. Build into them the same accuracy, dependability, rugged endurance that is a by-word of other BAKER-built equipment.
2. Build dependable refrigerating equipment to keep meat and other food fresh—the meat and food that keep armies fighting, keep up civilian morale.

With meat on the home front and on distant foreign fronts playing a vital role in the war program, we think it mighty important that the equipment which safeguards it can be honestly appraised by those who know as—

"Good!"

# BAKER

ICE MACHINE COMPANY, INC.

1514 EVANS ST. • OMAHA, NEBRASKA  
AUTHORITY ON MECHANICAL COOLING FOR 38 YEARS

BUY U. S. WAR BONDS AND STAMPS

# 4 Things to do to get them quicker

## Use standard, open, sleeve-bearing motors whenever possible

The standard Tri-Clad motor, though classed as an "open" motor, is so well protected that it gives good service on many jobs where special motors often were recommended.

Sleeve-bearing motors often can be supplied more readily than ball-bearing types because of the present demand for ball bearings on other war equipment.

ment. Use ball-bearing motors only where load or mounting conditions require them.

Special end shields and other modifications may result in delay for you and others.

Consider the use of standard or multispeed a-c motors in place of d-c motors wherever this alternative is possible.



## order motors early . . . giving complete specifications

Place motor orders when you order the machines they are to drive.

If you are planning motor drives for conveyors or other equipment for new plants, place the orders as soon as design work indicates the motor requirements.

Avoid delay and mix-ups by giving complete specifications, preferably on an order form which your G-E motor representative can supply.



## give complete priority information, properly endorsed

The filling of many motor orders is delayed because of incomplete priority information. If in doubt about details, call the nearest G-E office.

When placing orders for motors, be sure that complete priority data accompanies *each* order in the form of certificates, endorsements properly signed, etc. The priority is not effective in scheduling shipment until it is received by your supplier.

Your needs and the war effort are best served by using the proper priority rating assigned by the War Production Board for the job involved, and requesting delivery no earlier than actually required. Under the Production Requirements Plan, builders of motor-equipped machines for subsequent sale may order their requirements in advance.



## check with G.E. for delivery from local warehouse stocks

To meet urgent war needs, a supply of standard Tri-Clad motors is maintained at G-E factories and local G-E warehouses. Perhaps the motor you want, or can use with a few

simple changes, is available for immediate shipment. Your local G-E motor representative can furnish information on motors which may be in stock in the following cities:

Atlanta, Ga.  
Boston, Mass.  
Buffalo, N. Y.  
Charleston, W. Va.  
Chicago, Ill.  
Cincinnati, Ohio  
Cleveland, Ohio  
Dallas, Texas  
Davenport, Iowa  
Denver, Colo.  
Detroit, Mich.  
Houston, Texas  
Kansas City, Mo.  
Los Angeles, Calif.  
Milwaukee, Wis.  
Minneapolis, Minn.  
New York, N. Y.

Oklahoma City, Okla.  
Omaha, Neb.  
Philadelphia, Pa.  
Pittsburgh, Pa.  
Portland, Ore.  
St. Louis, Mo.  
Salt Lake City, Utah  
San Francisco, Calif.  
Seattle, Wash.



Tri-Clad motors are available in a full range of sizes from 1 to 100 hp. Your General Electric representative can supply complete information and help you get the Tri-Clad motor to do your job. General Electric, Schenectady, N. Y.

Your choice of G-E Tri-Clad motors will give you extra protection against (1) physical damage, (2) electrical breakdown, (3) operating wear.



General Electric and its employees are proud of the Navy award of Excellence made to its Erie Works for the manufacture of naval ordnance.

**SPECIFY TRI CLAD MOTORS**

**STEPPING STONES TO VICTORY!**

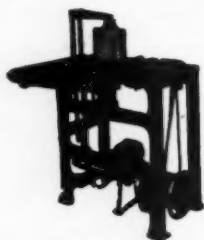
**BUY U. S. WAR  
SAVINGS BONDS**



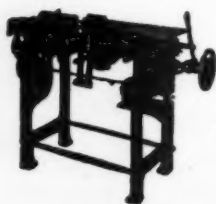
**J. S. HOFFMAN CO.**

CHEESE . . . SAUSAGES . . . CANNED MEAT

**CHICAGO ★ NEW YORK**



This adjustable PETERS JUNIOR CARTON FORMING AND LINING MACHINE sets up 30-40 lard and shortening cartons per minute, requiring only one operator.



This adjustable PETERS JUNIOR CARTON FOLDING AND CLOSING MACHINE closes 30-40 lard and shortening cartons per minute, requiring no operator.

*These Machines SET UP  
and CLOSE Lard and Shortening  
Cartons for the Armed Forces*

For fast, continuous operation in your refinery, you, too, will find this equipment indispensable.

Today production is imperative, and today the lard and shortening carton packaging problem is being solved with Peters equipment.

Due to regulations, it is now necessary to have an A-1-C or higher priority rating to purchase new equipment. If you are packaging for the Armed Forces, you can increase your production and decrease your cost with these economical machines.

{ Send us a sample of each size carton you desire to handle. Your inquiry will have prompt attention. }

**PETERS MACHINERY CO.**  
4700 Ravenswood Ave. Chicago, Ill.



# PROTECTION FOR MEATS—

Today when the meat industry is playing such a vital part in the war effort, it is more important than ever to give your products the best possible protection. As a wrapper, \*Patapar Vegetable Parchment has ways of helping. It resists grease. It resists moisture—you can even boil it without harm. In its strong, sturdy folds meats keep fresher, more appetizing.

Here are some of the jobs Patapar will do for you.

Meat wrappers	Carton and box liners
Ham boiler liners	Bag liners
Butter wrappers	Frozen meat wrappers
Tub liners and circles	Packaging dehydrated foods
Lard wrappers	Laminated Patapar containers (for replacing metal)

If you'd like more information, samples and prices of Patapar, write us outlining in detail your requirements.

\*Reg. U. S. Pat. Off.

## Paterson Parchment Paper Company

*Headquarters for Vegetable Parchment since 1885*

*Bristol, Pennsylvania*

WEST COAST PLANT: 340 BRYANT STREET, SAN FRANCISCO, CALIFORNIA  
BRANCH OFFICES: 120 BROADWAY, NEW YORK • III WEST WASHINGTON STREET, CHICAGO

*We're in it, too!*

**Y**ES, all of us have our problems of readjustment in order to lend all possible support to the victory program. But no one complains, for it is a "must" to keep our American way of life. Today, Afral's staff of practical packing house men are helping customers make the most of what they have. This service incurs no obligation. So far, our experience has helped many packers out of a tough spot. Perhaps we can help you. Why not discuss your problem with us now?

*Afral*

**AFRAL CORPORATION**

**601 WEST 26th STREET, NEW YORK, N. Y.**

**DRY AND LIQUID SEASONINGS • SUGAR SEASONING COMPOUNDS  
QUALITY BINDERS • VITAMIN D**



**Not push car** loaded with tie plates passed over this man's foot when he slipped under wheel while pulling from side, instead of pushing from rear. Note track mark on sole. Toes uninjured!



**Cr-runch** went this shoe as locomotive and box-car couplings crashed together on it when man tried to kick coupler into position while engine was in motion! Toes would have been crushed off except for Lehigh shoe. Toes and instep only bruised badly!



**Crushed into flooring** as 2½ ton ring dropped on rigger's feet when he slipped as hydro equipment was being lowered! The box was partly flattened, but man's toes were unhurt!

*Civilians who . . . through failure to take proper safety measures in industrial plants, kill or maim their fellow citizens, are definitely doing injury to our sons and brothers who are fighting this war in uniform. And similar injury to our armed forces is done by war workers who put themselves in harm's way.*

...FRANKLIN D. ROOSEVELT  
in an address at the dedication of the  
Navy Medical Center at Bethesda, Md.

Here's convincing proof that toe and foot injuries . . . 13% of all industrial injuries . . . are rare where Lehigh safety shoes are on the job. Do *your* share to conserve vital man-hours for war-production by making these safety-proved Safety Shoes available to your employees today. The Lehigh Factory-Controlled Foot Safety Plan costs you nothing. Write:

**LEHIGH SAFETY SHOE CO., INC.**  
**ALLENTOWN, PA.**



**Hammer killer** squelched! Hammer tripped man and flung 180 lb. steel bar 6 feet down endwise on this



**"Look out"** yelled co-worker when this 320 lb. cylinder slipped. It fell 3 feet and landed flush on toe of workman! Sharp corner dented steel toe box and bruised toe . . . but probable amputation was prevented!



# KENNETT-MURRAY

*Livestock Buying Organization*

operating at all principal markets

## Railroad Transportation Is Most Dependable Year 'Round Service

**Economy Plus Satisfactory Delivery of Your Products Assured with Mather Stock Car Co.'s Low Temperature Super Insulated Refrigerator Cars**



Low temperature with least possible ice consumption is accomplished in this car by Mather patented method of construction and application of insulation. This insures transportation of food products in a clean and wholesome condition and at the proper temperature, thereby eliminating claims for spoilage in transit. These cars are saving shippers one-half of their usual icing expense. Full steel underframe with steel superstructure frame construction

protects the insulation 100% even with severe switching shocks, also eliminates weaving, etc., which is so destructive to insulation in ordinary cars. The following are some of the users of these cars who are receiving the benefits of modern principles of refrigerator car construction. Ask the people who use them. For further particulars address the builders.

Agar Packing & Provision Co.  
Hunter Packing Co.  
Hygrade Food Products Corp.  
John Morrell & Co.

Peyton Packing Co.  
The Rath Packing Co.  
Wilson Car Lines  
United Protective Car Co.

**MATHER STOCK CAR CO., CHICAGO, ILL.**



**WORKING 168 HOURS  
WEEKLY**



**FOR VICTORY TODAY  
AND SOUND BUSINESS TOMORROW**

"Play Percentage"

*Buy*

**EARLY & MOOR'S**

*De Luxe Casings*

B O S T O N

M A S S .

**RED SEAL Prepared Meats in Tin and Glass**

**RED SEAL  
Trade Winners**

Corned Beef  
Corned Beef Hash  
Roast Beef  
Sliced Dried Beef  
Pickled Pigs Feet  
Pickled Pigs Feet Cutlets  
Sandwich Spread  
Vienna Sausage  
Ox Tongue  
Tripe  
Breakfast Sausage  
Hamburger Steak and  
Onions  
Veal Loaf  
Potted Meats  
Chili Con Carne  
Cooked Brains  
Lunch Tongue



**"Our Home Where Quality Rules"**

**REPUBLIC FOOD PRODUCTS CO., 47th and Christiana Ave., Chicago**

# 30 Years of SUPERIOR



★ QUALITY  
★ MATERIAL  
★ WORKMANSHIP

and OUTSTANDING IMPROVEMENTS

**O.K. KNIVES and PLATES**  
*Your best guarantee of  
Satisfactory, Economical Performance*

WRITE TODAY FOR COMPLETE, DETAILED INFORMATION

**KORRECT-KUTTING MFG. CO.**

Specialists in the Manufacture of Knives and Plates Since 1912

**GLEN ELLYN, ILLINOIS**

*Natural Casings* OF ALL KINDS

**PREMIER CASING COMPANY**

**139-141 SOUTH WATER MARKET • CHICAGO, ILL.**



**BY SAVING YOU TIME**

*Pesco Service* **CAN SAVE YOU MONEY**

**"A PENNY  
SAVED  
IS  
A PENNY  
EARNED"**  
—Franklin



Meat is important to the war effort. Shops are crowded with buyers these days and meat merchants are busy supplying food for industrial and other workers. Therefore, every minute meat merchants save is important.

Benjamin Franklin, thrifty business man that he was, would have appreciated the time and money-saving value of Pesco Saw and Grinder Service.

Investigate Pesco service today. Find out how it can save you time and money as well. Write for complete information.



**PITTSBURGH-ERIE SAW CORPORATION**

4020 LIBERTY AVE., PITTSBURGH, PENNSYLVANIA  
BRANCH FACTORIES . . ST. LOUIS . . LOS ANGELES



# READY FOR THE CHANGE!

## OCT. 31, 1942



**U**SE of metal for lard and shortening packages is banned after October 31st, but there is plenty of paperboard for cartons that provide adequate protection and do an effective job of merchandising these products.

Sutherland pioneered in the development of paraffined cartons for lard and shortening . . . was the first to manufacture these packages with a high gloss finish.

A complete range of sizes and styles is available from Sutherland, where successful lard and shortening cartons have been made for nearly 25 years. They come in one, two, three, four, and eight pound sizes for use on Peters packaging machinery or they can be had in the glued, tuck-end style. Eight pound cartons are offered with or without carrying handle.

Sutherland's Art Department has developed hundreds of successful lard and shortening carton designs . . . and will welcome the opportunity to prepare a sketch for you. There is no cost or obligation.

Turn your wartime packaging problems over to Sutherland for swift, sensible recommendations.

# SUTHERLAND PAPER COMPANY

KALAMAZOO, MICHIGAN

*You can't beat  
J-M ROCK CORK  
for Continued  
Efficiency!*

for storage rooms . . .

on pipe lines . . .

**THAT'S NOT JUST A CLAIM.** It's a statement of fact based on more than 25 years of outstanding performance on scores of jobs.

***The explanation . . .***

Rock Cork is basically mineral. This means complete freedom from rot and decay . . . strict sanitation . . . no trouble with vermin . . . the end of moisture and mold problems!

You'll find, too, that installation is economical, for Rock Cork is easily, quickly applied. And year after year, it retains its high efficiency—maintenance costs are practically zero. For details, write for brochure DS-555. Johns-Manville, 22 East 40th Street, New York, N. Y.



**Johns-Manville  
ROCK CORK**

**Low-Temperature Insulation  
In Sheet Form and for Pipe Covering**

For The  
"TASTE OF MORE SALES"  
Make the Color Say "Flavor!"



When appetizing color makes a sale—repeat the color for repeat sales. Then keep it uniform and your retailers will repeat their re-orders.

National, pioneer producer of U. S. Government Certified Food Colors, offers the oldest and largest line of Primary Colors and Blends . . . assurance that your requirements for shade, strength and uniformity are always met.

National Technical Service, for 35 years solving color problems for food manufacturers, invites your inquiry.

*Certified Food Color Division*

**NATIONAL ANILINE DIVISION**

ALLIED CHEMICAL & DYE CORPORATION

40 RECTOR STREET

NEW YORK, N. Y.

BOSTON	PHILADELPHIA	GREENSBORO	CHATTANOOGA
PROVIDENCE	SAN FRANCISCO	ATLANTA	PORTLAND, ORE.
CHICAGO	CHARLOTTE	NEW ORLEANS	TORONTO



# Some Day- ..RUST" will be a Curiosity!

## in the Meat Packing Industry

May we suggest that you prepare now for improved peacetime production by planning the modernization of old equipment, or the fabrication of new equipment with...

**IngAclad**  
**Stainless-Clad Steel**  
**or Ingersoll Solid**  
**Stainless Steel**

The experience of our Sales Engineers is available on your present or post-war problems, without cost or obligation.

*In many modern plants, it is already "extinct." In others, only wartime restrictions of stainless steels have delayed this transformation program.*

One outstanding achievement in steel, which for 10 years has found increasing acceptance in the Meat Packing Industry, is IngAclad Stainless-Clad Steel. Here is a material whose contact side gives the same protection afforded by solid stainless metal. Yet, because an 80% backing of mild steel is used in its production, the material cost for this genuine stainless service is brought within reach of all.

### Today for VICTORY! — Tomorrow for ECONOMY!

Today our entire production of both IngAclad Stainless-Clad Sheets and Plates, and Ingersoll Solid Stainless Sheets is devoted to essential war needs. If your operations enable you to obtain the necessary priority rating, write us.

### INGERSOLL STEEL & DISC DIVISION BORG-WARNER CORPORATION

310 South Michigan Avenue

Chicago, Illinois

Plants: Chicago, Ill.; New Castle, Ind.; Kalamazoo, Mich.

"A  
Borg-Warner  
Product"

INGAACLAD  
STAINLESS-CLAD STEEL





## To Help You Get More Production Out of a 24-Hour Day

Make man-hours and manpower count—get more production every hour of the 24-hour day. Put Standard Conveyors to work—let them do the transportation in your plant—provide for a smooth, uninterrupted flow of products throughout your plant.

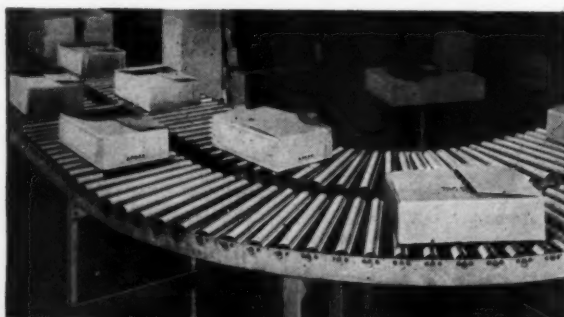
Standard Conveyor can help you speed production—relieve costly congestion of work in process—accelerate the production pace all along the line.

### Booklet Shows Variety of Conveyor Applications and Possibilities:

Send for booklet NP-10—"Conveyors by Standard"—a valuable reference book on conveying and conveying methods—contains many installation pictures representing practically all industries—suggests best types of conveyors to use for particular applications.

### STANDARD CONVEYOR COMPANY

General Offices: North St. Paul, Minn.  
Sales and Engineering Offices in Principal Cities



**Standard**  
**CONVEYORS**

"THE STANDARD  
OF VALUE"

## ★ ★ ★ ★ ★ ★ PREPARE YOUR TRUCK TO "PASS INSPECTION"



## Start Using GMC PREVENTIVE MAINTENANCE Now!

Don't wait for government-sponsored tire inspections to reveal the need for adjustments or repairs to protect the life of your truck's tires. GMC's Preventive Maintenance provides for inspection and servicing of a truck chassis at 41 points, including tires, every 1000 miles. GMC was the originator of P.M. Service and its dealers have had years of experience in applying it to all types of trucks on all kinds of jobs. They also know many service methods and operations that save time and money. Make sure that your equipment is in condition to give its best to the war effort by having it regularly serviced at your GMC dealer or branch.

Special "Service Payment Plan" available through our own YMAC



★ ★ ★ ★ The Truck of Value ★ ★ ★ ★

# GMC TRUCKS

GASOLINE • DIESEL



**I'M COMING  
TO TOWN  
SOON . . .**



**BE PREPARED FOR HIS ARRIVAL WITH THE**

**NEVERFAIL**

*Pre-Seasoning* **3-day HAM CURE**

According to latest reports, all those porkers who have spent the summer on the farm will be coming to market . . . with a rush! It now appears that there will be an abundance of green hams for curing. Make the most of this situation . . . with the NEVERFAIL 3-Day Ham Cure!

By shortening the time in cure . . . and at the same time materially improving quality . . . the NEVERFAIL 3-Day Ham Cure enables you to turn out more hams with the same equipment, help and capital. That means *bigger* profits while the opportunity lasts.

NEVERFAIL boosts profits in another way. It helps you make a product so good that you can easily get the highest price which you are permitted to ask. Hams properly cured with NEVERFAIL are supreme . . . in color, texture, uniform mildness . . . and in that good, old-fashioned, full-bodied ham flavor, free from any trace of the "porky" taste sometimes left by other methods. In addition "Pre-Seasoning" imparts a fragrant, aromatic goodness which cannot be duplicated by any other process.

Get complete information! Let us arrange a demonstration in your own plant . . . without cost or obligation. Write us!

"The Man Who Knows"



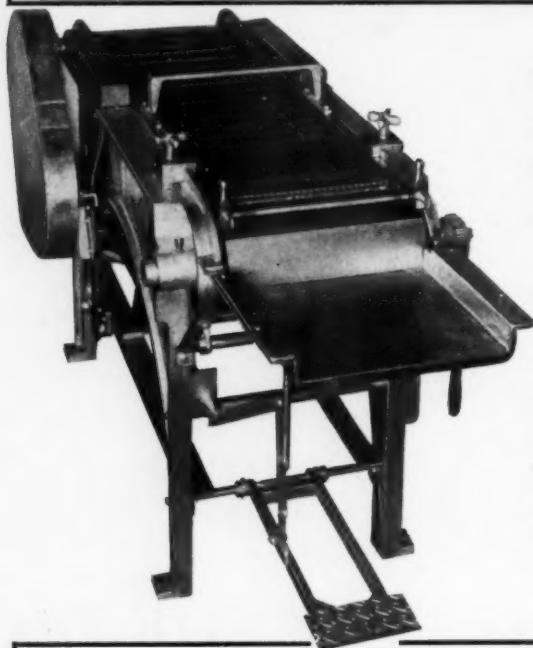
"The Man You Know"

**H. J. MAYER & SONS CO.**

6819-27 S. Ashland Ave., Chicago, Illinois

Canadian Sales Office: 159 Bay St., Toronto Canadian Plant: Windsor, Ontario

## Get the O'Connor "UNI-FLOW" Rind Remover!



**Cure with skin off, and save time!**  
**Smoke with skin off, and save shrinkage!**  
**Skin 'em fresh, and save skins!**  
**For uniform flavor, smoke both sides!**

The new "UNI-FLOW" Rind Remover, incorporating many new developments and improvements, is expertly designed and sturdily built to yield superior results . . . with greater convenience and economy. These one-man machines are self-gripping and self-releasing . . . meat and skins are delivered free at the discharge end. The extra advantages of the greater yield in meat substance and the exceptionally clean skins for tanners and jelly purposes are your guarantee of generous return from a long-range investment. Write for full particulars today!

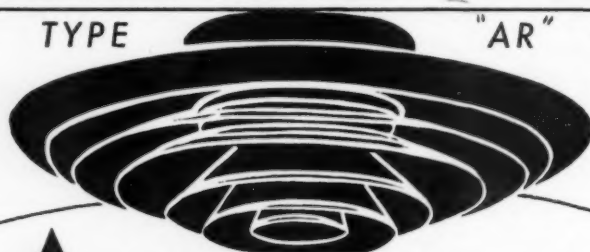
203 Hollywood Avenue  
 East Orange, New Jersey



**W. H. O'CONNOR**

TYPE

"AR"



# ANEMOSTAT

Specially Designed  
 for

**PACKING HOUSE APPLICATIONS**

**Chilling — Processing — Storage**

**CONSERVE CRITICAL MATERIALS**

**Maximum Capacity — Minimum Costs — Maximum Results**

**Consult Us**



**Anemostat Corporation of America**

10 East 39th Street

New York, N. Y.



## "Tenderay is **NUMBER ONE** in my Post War planning!"

No wonder packers are giving Tenderay top listing in their post war plans. In the first five months of 1942, sales of Tenderay beef *averaged 52% greater* than in the same period of 1941! And what's more—

Tenderay gives a packer an exclusive, dominating sales story. Tenderay makes meat a product that can be *merchandised* with modern sales promotion. Tenderay offers a packer a means of improving quality, improving flavor, and signing up more and better accounts and contracts. There is no better proof of

these statements than the actual experiences of present Tenderay licensees.

Even though the war has curtailed the continued expansion of Tenderay installations, it is advisable to know now how little Tenderay costs and what it will do for your business. For example, if you are remodeling or enlarging your facilities, plans may be easily worked out to provide for a less costly Tenderay installation later. Write to the Tenderay Department, Westinghouse Electric and Manufacturing Company, Bloomfield, New Jersey. No obligation, of course.

### TENDERAY DEPARTMENT



WESTINGHOUSE ELECTRIC & MANUFACTURING CO.  
BLOOMFIELD • NEW JERSEY

# PROOF

***against moisture, grease,  
and rough handling***

# PROVEN

***for wrapping butter, meats,  
poultry, oleomargarine,  
shortening, cheese,  
fish, lard, celery,  
and all moist foods***

● You can't buy better protection for moist foods than that afforded by West Carrollton Genuine Vegetable Parchment. This quality wrapper is strong and keeps its strength even when frozen or boiled. It's odorless, imparts no paper-flavor or taste to your product, protects product freshness right into the hands of the user.

West Carrollton Parchment Company, West Carrollton, Ohio

## West Carrollton GENUINE VEGETABLE Parchment

*More than a Half-Century of Service*

**"THE HOUSE BUILT ON ITS REPUTATION"**

### CON YEAGER SALES CORPORATION

*Meat Packers' Supplies*

Importers and Exporters... Cable Address "CON YEAGER"  
Con Yeager, Pres. • Carl VanSenden, Vice Pres. • W. J. Meyer, Sec. • E. I. Bearer, Treas.

*Largest Casing House Between New York and Chicago*

### MILKO

*High Class Meat Loaf Flour*

**WE SATISFY OUR CUSTOMERS**  
*Ask Them!*

Send for Samples!



**The Miracle Cure:**  
**KONSERVIERUNG SALZ**  
*Made in U. S. A.*

**For Baked Hams**  
**Use KRUSTINE**

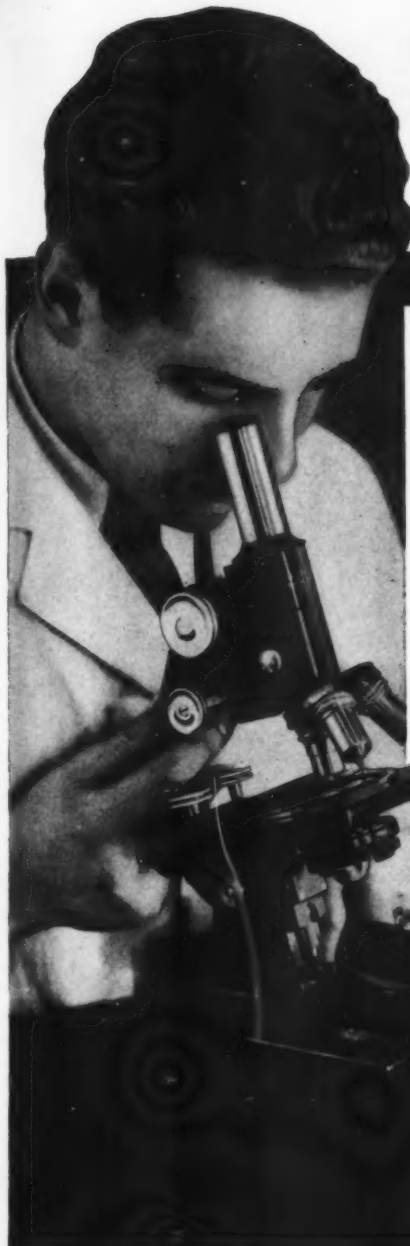
Get Our Prices!

**FULTON BUILDING, PITTSBURGH, PA., U. S. A.**



# SCIENCE IN SALT?

*Yes! Every Step of the Way  
at Diamond Crystal!*



• From the time Diamond Crystal Salt leaves nature's underground storehouse until it becomes a vital ingredient in your products—science directs the destiny of Salt. The rule of thumb is out . . . the reign of technology is here.

Diamond Crystal has developed an accurate, scientific way to produce salt of uniform high purity, quick solubility, positive cleanliness, and precision screening. There is a correct grain and grade, and a correct amount, for every industrial

use. *Quality control*, enforced by skilled technical men, safeguards every step in the useful career of Diamond Crystal Salt—from its refining to its application right in your plant!



**MAKES GOOD  
FOOD TASTE  
BETTER!**



**WHAT HE SEES . . .**



Diamond Crystal's exclusive Alberger Process produces quick-dissolving crystals for high-grade industrial use.

## MAY WE HELP YOU?

Perhaps we can effect a major improvement in your product . . . or eliminate certain production difficulties . . . by suggesting a simple change in the grain, grade, or amount of salt you use.

Our Technical Service Department, with over 50 years' experience, helps dozens of leading food manufacturers and processors every year. For free counsel, write Director, Technical Service, Diamond Crystal Salt Co., Inc., St. Clair, Michigan.



• Does your household tune in on Kate Smith's program at 12 noon, CBS? It advertises Diamond Crystal Shaker Salt, America's Quality Table Salt in the big red package.

# DIAMOND CRYSTAL ALBERGER PROCESS SALT



## AULA-SPECIAL

### A "Favorite" Cure

It's a wise packer who follows the trend to AULA-SPECIAL! For color and flavor uniformity in Hams, Bacon, Bologna and all Specialty Products AULA-SPECIAL is unexcelled. Only required salt need be added. Send today for full particulars and generous working samples.

**THE AULA COMPANY, INC.**

CURING COMPOUNDS, SPICES, SEASONINGS, ETC.



Office and Laboratory:  
39-17 24th St.  
Long Island City, N. Y.

# R. W. EARLEY

## *Meat Broker*

SHIPPER'S REPRESENTATIVE

COMPLETE FACILITIES TO ESTABLISH ACCEPTANCE AND  
SALE OF PRODUCT IN THE NEW YORK METROPOLITAN AREA

**BEEF • VEAL • LAMB • PORK**

259 WEST 14th STREET, NEW YORK CITY

PHONE CH ELSEA 3-2070



"Be sure and  
eat good, son!"

And you may be sure he will "eat good" because our Nation's farms and ranches are supplying in abundance all those nourishing foods needed to build strong fighting men and women, whether on the firing line, in defense plants or in the home. Obviously, these precious foodstuffs need protection of the highest order to preserve nutritional qualities. That's where we come in. Rhinelander Paper Company's

specialized knowledge and mechanical ability to provide protective papers are devoted 'heart and hand' to conserving and safeguarding the vital products of America's Countryside.



*Polke Reicher*  
PRESIDENT  
RHINELANDER PAPER COMPANY

FROM THE BEST THAT'S MADE TO THE CHEAPEST THAT'S GOOD

Genuine Greaseproof  
Coffee Bag Papers  
Confectionery Papers  
Cereal Wrapping Papers

Laminated Greaseproof Papers  
Lard and Shortening Liners  
Bakery Product Wraps  
Laminated Frozen Food Wrappings

Cracker Box Liners  
Greaseproof Innerwraps  
Glassine Papers, Plain,  
Colored & Embossed

Wax Laminated Glassine  
Opaque Label & Bag Glassine  
Packing Industry Wrappings—  
and Specialties to order

RHINELANDER PAPER COMPANY • MILLS AT RHINELANDER, WISCONSIN, U. S. A.

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# P. G. GRAY COMPANY

*Established 1895*

## BROKERS *and* COMMISSION MERCHANTS

BOSTON, MASSACHUSETTS

*The Oldest* BROKERAGE HOUSE in New England  
Handling Packing House Products Exclusively

Teletypewriter: Boston 550

Phone: Lafayette 3260

### GUARANTEED

TO MEET THE CONDITIONS FOR WHICH  
THEY ARE SOLD . . .



*Frederick*

# PUMPS

**TYPES:** Horizontal or vertical; Single suction, single stage; Single suction, multi-stage; Double suction, single stage; Double suction, multi-stage.

**MATERIALS:** Stainless steels, acid resistant bronze, nickel, lead or any alloy required for the service.

**DRIVE:** Direct connected, belted, chain or gear.

ASK ABOUT THEM—WRITE—

The FREDERICK IRON & STEEL COMPANY • FREDERICK, MD.



# PORTABLE LINKER for SKINLESS WIENERS



ONE MACHINE OPERATION ON YOUR REGULAR TABLE

## • WEIGHT . . .

210 lbs. complete.

## • CAPACITY . . .

Any length wiener between  $3\frac{1}{2}$ " and 13".

Any diameter wiener between  $\frac{5}{8}$ " and  $1\frac{1}{8}$ ".

Output of 114 wieners per minute in length between  $3\frac{1}{2}$ " and  $6\frac{1}{4}$ ".

Output of 57 wieners per minute in lengths between  $6\frac{1}{4}$ " and 13".

## • DIMENSIONS . . .

Length	Width	Height
36"	20"	31"

## • FEATURES . . .

Automatic Feeding.

Uniformity of size.

Use of unskilled operators.

Installed on regular stuffing table.

Needs only connection to light socket for operation.

OVER 400 LINKERS NOW IN DAILY OPERATION

TWO MACHINE OPERATION ON "U"-SHAPED TABLE



## LINKER MACHINES, INC.

39 DIVISION STREET  
NEWARK, NEW JERSEY



**SOLVAY** *nitrite of soda*

SOLVAY SALES CORPORATION • 40 RECTOR STREET, NEW YORK, N. Y.



**V**  
FOR VICTORY  
BUY WAR BONDS

*Fred C. Cahn*  
knows your needs and  
knows his product. ✓

Wise packers consult him  
on every problem of

## MEAT COVERING

Now, in these crucial times, with such a large percentage of the country's meats going to the Army, Navy and Lend-Lease, it is of utmost importance that your meats be adequately protected. For "tops" in satisfaction, leading packers for years have relied on *Cahn-judgment* and *Cahn-Stockinettes* to reduce their losses caused by bruised product and contamination. To round out your share in the drive toward victory, take all precautions possible against waste—do all in your power toward improving the quality of your products destined for our *deserving* fighting forces!

For superior stockinette made from whiter, brighter, cleaner yarn, uniformly knitted and competitively priced, come to CAHN—exclusive distributors for THE ADLER COMPANY.

**FRED C. CAHN, INC.**

222 WEST ADAMS ST., CHICAGO, ILLINOIS

Selling Agent for

**THE ADLER COMPANY, CINCINNATI**



## **READY FOODS CANNING CORPORATION**

Volume Packers of All  
Types of Canned Meats for  
the Armed Forces and Lend-  
Lease. Also Manufacturers  
of the Nationally Known  
and Promoted HI-LIFE Dog Food.



***General Offices: 500-510 N. Dearborn St., Chicago***







**\*PLAY  
IT  
SAFE..**

### Yes, You, who have Wear-Ever Utensils



**\*"play It Safe"  
MEANS:**

1. Treat your Wear-Ever with the same respect you give other fine equipment.
2. Don't mistreat it by needless rough handling.
3. Clean your Wear-Ever Aluminum thoroughly and properly.
4. Flatten out accidental dents to avoid excessive wear. Place a wood block over dent and pound with a hammer.
5. Watch for loosening rivets and tighten them before it is too late.

TO CAUTION YOUR HELP, these and other reminders have been printed on a card, 11" x 14", to hang in your plant. How many can you use? For these cards, or for advice on any special maintenance problems you may have, write THE ALUMINUM COOKING UTENSIL COMPANY, 410 Wear-Ever Bldg., New Kensington, Pa.

Sure, you have super-doooper utensils! And they're in grand condition.

Point is, better keep your Wear-Ever that way. This is no time to go slam-banging it around as though you could get new Aluminum equipment tomorrow. Sorry, but you can't!

No more Wear-Ever Aluminum Utensils are being made till this war is won. The Wear-Ever factory is working to help our boys do that job.

But out of the corner of our eye, we're peeking at the future. Thinking of how you're going to like the new Wear-Ever we'll make then. We are learning a lot about building and designing Aluminum Utensils that are way ahead of anything you've ever had before.

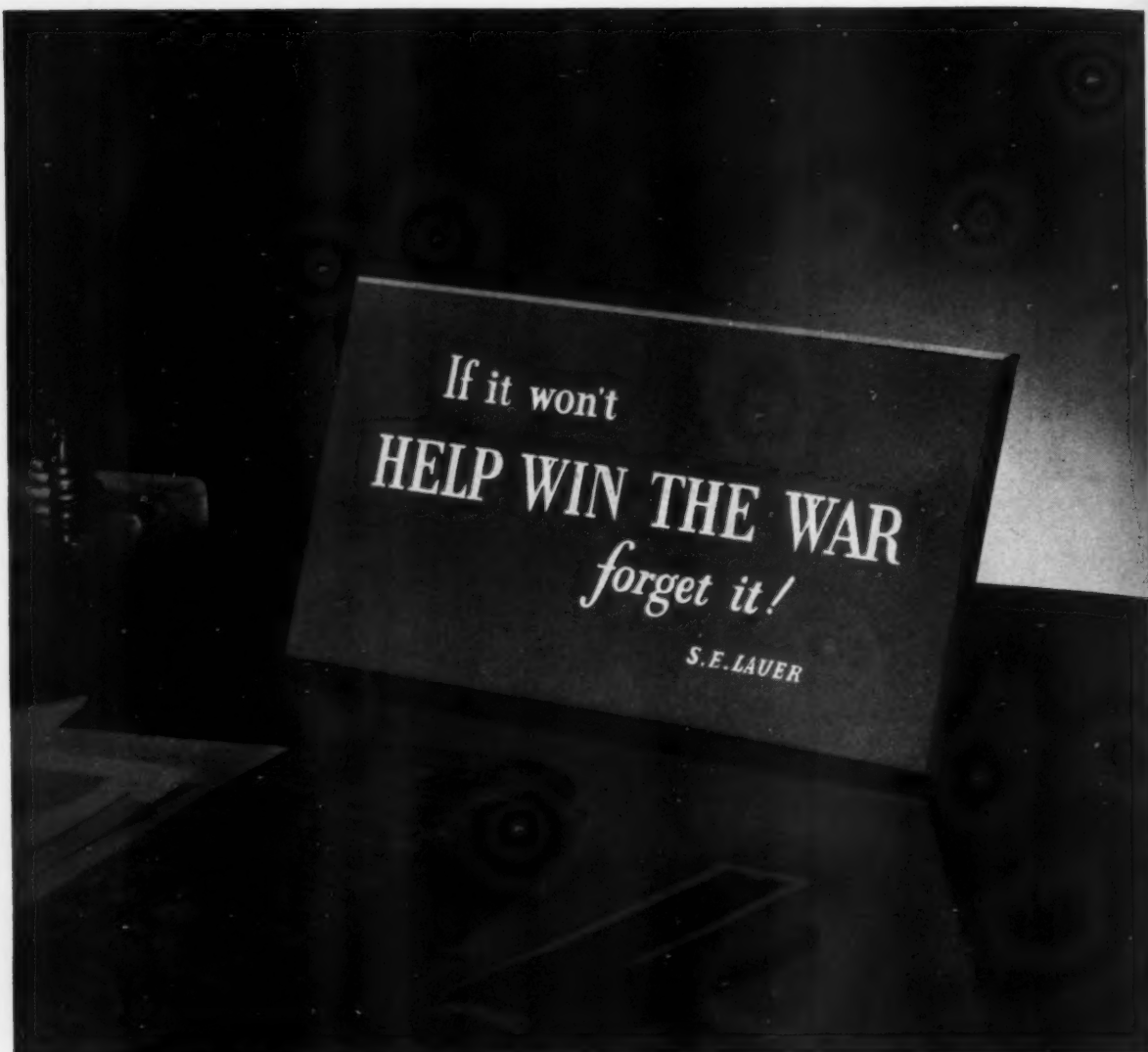
So save your Aluminum by treating it right. It will not only serve you longer but will also save food, because Aluminum's natural cooking qualities reduce waste.

# Wear-Ever



# Aluminum

★ WHEN IT'S ALL OVER W-E WILL BE BACK! ★

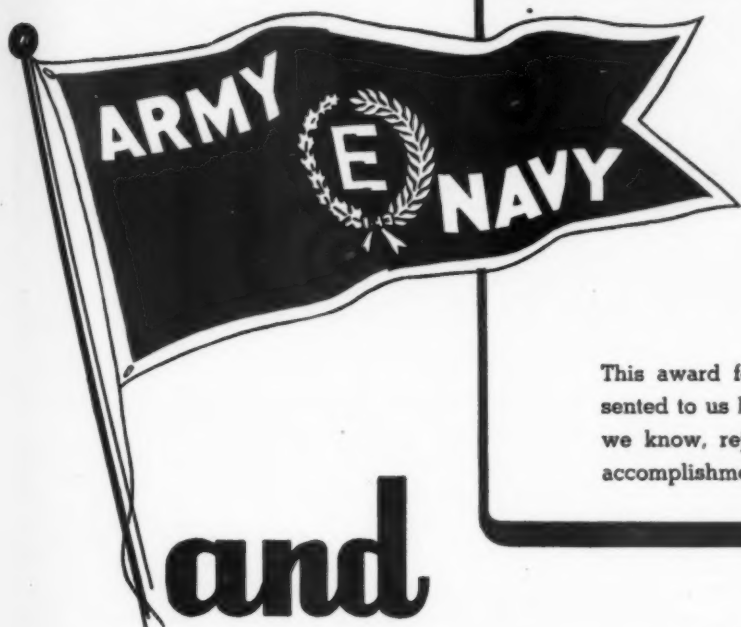


Since February, this little red, white and blue sign has been on the desk of every York executive in the offices, the shops, the Branch establishments. These crackling words from the top reduce every question of policy to its simplest terms. No man need wonder what York is doing these days, or *why*.

YORK ICE MACHINERY CORPORATION, YORK, PA.



**YORK** REFRIGERATION AND AIR CONDITIONING FOR WAR  
HEADQUARTERS FOR MECHANICAL COOLING SINCE 1885



**THIS IS  
IMPORTANT  
TO US ★ ★ ★**

This award for high achievement has been presented to us by the Army and Navy. Our friends, we know, rejoice with us in this recognition of accomplishment.

**and  
THIS MEANS A LOT  
TO YOU ★ ★ ★**

The facilities, engineering ability, and manufacturing skill which for so many years produced a goodly share of America's Industrial Refrigeration has indeed "gone to war." Your plant facilities probably have, too.

"Essential" replacement of equipment, repairs to existing equipment, and friendly maintenance advice is a part of our joint war effort.

Nearby and willing to serve you are Vilter Refrigeration Engineers, capable of helping you with your Refrigeration problems. We want to earn an "E" for that effort, too.

**THE VILTER MFG. COMPANY**  
2118 South First Street, Milwaukee, Wisconsin



*Offices in Principal Cities*

*Martin A. Saxe  
H. E. Altman*

## **SPICENE COMPANY OF AMERICA**

*Exclusive Manufacturers*

**SPICENE** *a concentrated Seasoning*

**PAPRAKENE FLAVOR** *a synthetic paprika*

**KURBRITE** *a maple-sugar curing salt*

**SAXAL** *a pork sausage color retainer ---  
keeps sausage appealingly fresh looking*

**170-20 39th Avenue • FLUSHING, LONG ISLAND • NEW YORK**

**WRITE OR WIRE** *for generous samples*



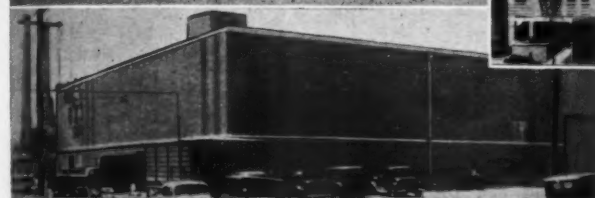
# PALCO INSULATION WOOL

*Serving the Plants  
that Serve the Nation*



Above: HORMEL PACKING CO. plant at Austin, Minnesota has installed 125 tons of PALCO WOOL INSULATION.

Below: The TOBIN PACKING CO., INC., at Fort Dodge, Iowa, used 50 tons of PALCO WOOL in their new hog slaughtering plant.



Above: MORRELL PACKING CO. plant at Dallas, Texas, installed tons of PALCO WOOL air seal insulation over coolers.



Above: ANKER MEAT CO. at Modesto, California, like hundreds of similar plants, uses PALCO WOOL INSULATION, totaling 30 tons.

Right: MORRELL PACKING COMPANY at Sioux Falls, S. D., is another outstanding plant in which Palco Wool Insulation has been installed.



SEND FOR YOUR COPY OF  
PALCO WOOL COLD STORAGE  
MANUAL TODAY



PALCO WOOL INSULATION is playing a vitally important role in protecting the nation's basic food products by providing economical and efficient low-temperature control. PALCO WOOL'S "Eight Outstanding Qualities" include low thermal conductivity of .225 B.T.U. plus non-settlement; non-compacting; moisture resistant; odor-proof; fire-resistant; flame-proof; attracts neither insects nor vermin. It is composed of durable, non-critical materials, unaffected by priorities. For full details get your copy of Palco Wool Cold Storage Manual.

# PALCO INSULATION WOOL

THE PACIFIC LUMBER COMPANY

DEPT. D, 100 BUSH STREET, SAN FRANCISCO

SAN FRANCISCO • CHICAGO • NEW YORK • LOS ANGELES • IN CANADA: L. S. ROLLAND, MONTREAL, QUEBEC

BOLOGNA at its best...in

# Armour's Natural Casings

If you are making sausage for the Armed Forces... use Armour's Natural Casings and be sure they will meet all requirements.



You can't beat a natural Beef Bung casing for Bologna. A *natural* casing does a better job of keeping in the rich meat juices. It gives longer protection against drying out. And the naturally attractive appearance of Bologna cased in Beef Bungs defies imitation! Bologna never looks so good or tastes so good as when it comes cased in *natural* Beef Bungs.

We honestly believe that Armour's Beef Bungs are the finest you can buy. You will find them highest quality, uniformly graded for size, and free from imperfections. Use Armour's Beef Bungs to keep your Bologna fresh, firm and appetizing for a longer time.

**ARMOUR AND COMPANY**

Casing Department • Union Stock Yards • Chicago

## A DEDICATION

**T**O THOSE men of the industry who are serving in the nation's armed forces, and to the sons of industry members who are in the same service, this issue of *The National Provisioner* is dedicated. It contains the proceedings of the thirty-seventh annual convention of the American Meat Institute.

Inasmuch as the annual Institute convention is business democracy in free assembly, it is representative of the American way of life for which we are fighting.

The meat packing industry is dedicated to giving the greatest possible assistance to the nation in the achievement of victory; that determination, expressed or unexpressed, formed the theme behind every speech, work session and meeting at the Institute convention.

No matter how great may be the war responsibilities and sacrifices of firms and individuals in the industry, they cannot match those of the men to whom this volume is dedicated.

# Institute's Wartime Convention

**T**HE meat packing industry will do its job. Neither uncertainty nor confusion—wartime twins—can stop or slow packers in producing the meat to feed our armed forces, our allies and U. S. civilians.

Many packers came to the thirty-seventh American Meat Institute Convention, held in Chicago, October 2-6, thinking as civilians; most went away industrial soldiers, determined to win, but realizing that wartime necessity requires their adaptation to ceilings, sales limitation, the draft, high taxes, ma-



terial shortages and other inescapable hardships.

It was a sober, hard-working but informal meeting with registration topping the 1941 record of 2,200 by more than 100; semi-technical sectional meetings were thronged, while "top" executives filled the sessions to hear experts discuss meat for the Army, manpower, pork plant capacity, ration-



ing and meat advertising, the livestock situation and other policy matters.

Because an Institute convention is American business democracy in action, attended by presidents and foremen, packers, sausage manufacturers, meat wholesalers and retailers, producers, chemists, suppliers and a host of others, it seems desirable to recreate its flesh and blood in this summary. Therefore, these three pages constitute a



"slice" of convention activities and personalities.

Registration was expeditiously handled by the Institute; George A. Eastwood, president, Armour and Company, scarcely had time to case his glasses. Conventioneers like to talk in the lobby; one group caught by the cameraman included George M. Lewis, AMI; Major General L. B. Hershey, director



of Selective Service System; Charles E. Herrick, former AMI president, and Wesley Hardenbergh, Institute president. Hard work meetings were frequent; at the shirt-sleeve session shown, Harry J. Williams, vice president, Wilson & Co., led discussion of new boxes for FSCC shipments.







Sixty exhibits of packinghouse equipment and supplies drew big crowds; the appetizer bar of the Natural Casings display was popular and many packers guessed the weight of the jumbo sausage and watched it weighed.

Ceilings and the meat restriction order were popular, or rather, unpopular subjects of convention conversation. Regional (intrastate) packers held a special meeting on October 4 to examine these



wartime problems and were led by Earl Thompson, chairman of the regional packers' committee, aided by Aled Davies, AMI. The exhibit of beef cuts, proposed by OPA for use with new uniform beef ceilings, drew the somewhat critical crowd shown here and were the subject of a meeting on October 6. The nominating committee (below) decided that present officers of the Institute were doing a fine



job and renominated them. In addition, the committee recommended that the number of members of the board of directors be increased from 27 to 33 and the executive committee from 11 to 15.

Packers were brought into contact with many phases of the war effort by convention speakers. Claude R. Wickard, Secretary of Agriculture and Indiana hog raiser, addressed the annual dinner on October 5 on the meat industry's job (below). He



praised packer advertising cooperation on the announcement of limitation of meat sales and voluntary consumer rationing. Major General Lewis B. Hershey, a session speaker, drew a grim picture of the nation's manpower needs, while Brigadier General Carl A. Hardigg, QMC, emphasized that Army



meat must be packed as well as processed for rough transport and exposure.

Restricted supplies of meat for civilians have brought the packing industry up against the problem of keeping America meat-minded through the shortage period. G. F. Swift, vice chairman of the board, Swift & Company, and Walter Seiler, Karl Seiler & Sons, focused attention on this problem at one of the sessions while William Kinnaird, AMI, demonstrated advertising (above) to explain meat rationing, to tell the consumer how to make the ration stretch and to combat the promotion of meat

substitutes. Packers were warned to guard against a repetition of World War I developments when meat fell from public interest due to "meatless" days.

Pork plant capacity is adequate to handle the heaviest sustained runs which will develop this winter, according to C. L. Harlan, U. S. Department of Agriculture. However, it is possible that Corn Belt plants might not be able to handle, at all times, the heaviest runs that might be marketed in the Midwest area.

President Wesley Hardenbergh of the Institute warned packers that they must live with change during the next few years; the most adaptable will have least difficulty. President Hardenbergh suggested that the meat industry must insure its place in the post-war world and that increased efficiency, economies and diversification might be of aid in meeting present difficulties. Since passage of the amendments to the Emergency Price Control Act and the President's order on stabilization of the national economy coincided with the opening of the convention, these measures aroused considerable interest. It was especially noted that anti-inflation law amendments contained a provision specifying that processors should be allowed reasonable margins under maximum price regulations.

The meat restriction order, another "war baby," was left on the industry's doorstep on the eve of the annual convention. Although somewhat hampered by lack of time to assimilate the order, packers were aided in interpretation by Harold Rowe of OPA, a session speaker, who also promised that clarifying amendments would be issued. They were warned, however, that it might be necessary to restrict further the supplying of civilian markets with some types of meat.

While current indications bear out earlier predictions that 1942-43 volume will be the largest in history, and it is possible that livestock production will continue to



rise, it may be at a slower rate than in the past year, according to Murray T. Morgan, Agricultural Marketing Service, who spoke at the closing convention session. Earl C. Smith, vice president, American Farm Bureau Federation, also cautioned that farm production may decline unless agriculture is guaranteed adequate supplies of skilled labor.

Following the recommendations of the nominating committee,

Institute members re-elected George A. Schmidt as chairman of the board of directors. Wesley Hardenbergh was re-elected president of the association and other officers were retained in their present positions. The board of directors and executive committee were enlarged, with several intrastate packers being elected to membership in these directive groups.

In summing up it might be remarked that a good many packers said they had come to the convention in a confused state of mind about price ceilings, sales limitations and priorities, and that the government spokesmen had been only partially successful in clearing up these questions.

At the same time there was considerably more optimism at the close than at the beginning of the meeting. Packers appeared to feel that several developments—uniform meat price ceilings and the margin guarantee in the anti-inflation law—as well as a more cooperative attitude on the part of federal agencies, foreshadowed slightly less difficult times ahead.

There was keen realization, however, that the fall-winter processing load will be tremendous and that the industry faces a real public relations problem in connection with meat rationing.

A convention would not be a convention without some relaxation. The Drake's upper floors again housed "hospitality headquarters" for many groups. Merrymaking was somewhat subdued, but intra-industry fellowship was warm.



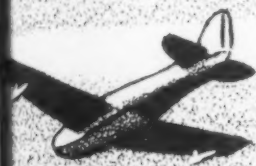
G. A. Schmidt



W. Hardenbergh



# GENERAL SESSIONS





# PROCEEDINGS OF THE CONVENTION

## Meat, Men and Materials for War Featured in First Session

**T**HE opening session of the thirty-seventh annual convention of the American Meat Institute, held at the Drake hotel, Chicago, from October 2 to 6, 1942, convened at 10:05 a.m., with George A. Schmidt, chairman of the board of directors of the Institute, presiding.

**CHAIRMAN SCHMIDT:** Members of the American Meat Institute and friends:

I would rather be here today than any other place I can think of. For months I have looked forward with pleasure to welcoming all of you to this thirty-seventh annual convention and talking with you about our common successes, problems, and plans for the future. Constructing a top-flight program this year has not been a particularly easy assignment. Many topics which ought to be discussed could not be included because we have nothing on which to base an informative discussion. There are other subjects about which the less said—the better. Still other problems have been omitted because they are too large for us to tackle today and tomorrow.

In spite of these difficulties, however, we have arranged one of the most informative and significant programs in our long convention history. You will find that our speakers have information for you that will be indispensable to successful operation—especially in these times.

You will discover a most interesting and helpful array of exhibits in the Gold Coast Room. Most of you have already learned that the machinery, equipment and supplies necessary for the operation of your business have taken on aspects of importance unknown in recent years. With priorities and other federal regulations governing the supply and purchase of machinery, we now realize how necessary small parts are to the operation of an entire plant or a large division of that plant. The experiences of many member companies with whom I have had contact indicate that it is the small things that count. For this reason, the exhibits this year will be doubly appreciated and helpful to all of us. The exhibit room will be

open most of the time when convention sessions are not in progress. It will pay you to visit the exhibits not once, but several times.

The entire outlook of our convention program is different from what it was a year ago. Then we were all speaking of national defense and our industry's contribution to that effort. We were justifiably proud of what we had been doing and what we expected to do. A year ago we were helping to feed Europe, and we were supplying meat for a formidable force of young men in arms. The whole job seemed at that time to be a rather large one, but now we realize it was only a training period for what was yet to come.

### Outlook Greatly Changed

No one can say what lies in store for our industry, but we all know that almost everything we do vitally affects the war effort. The meat packing industry is making and will continue to make significant contributions to the victory that we know will inevitably be ours. This industry plays a dual role in the world's conflict—our products affect the health and welfare of millions of men and women fighting in all parts of the world and, just as important, determine the physical well-being of those stationed on the home front. What we do here, individually and collectively, will concern not only ourselves but the millions in whose hands rests the fate of our land and the freedom which we cherish. We must in this convention discuss our business problem in the light of this tremendous responsibility to make an all-out effort to win the war.

What kind of a job have we been doing? It is not necessary to outline to you men the steps which this industry, in cooperation with the government and with the armed forces, has taken during the last year and a half. We are handling more products more quickly, more efficiently, and more economically than at any stage in the history of our industry. All of us have looked well into the problems that the war has brought, and although we are at times somewhat confused by the numerous and minute ramifications, we

nevertheless feel that we have learned how to handle the all-embracing features of them.

Certain economic principles seem to have stood the test of time and have governed our development over generations. The economic law of supply and demand now and then appears to have been discarded. Most of the time, however, we recognize that actually the law still operates; that it governs our business conduct every day; that it never can be stopped or long forgotten; that it is a natural thing and will always assert itself.

Times are difficult for all of us. It is easy to get discouraged and disgusted. A long time ago, Thomas Paine spoke, "There are times that try men's souls." It is at such times that we must take on new courage and be careful too not to lose our sense of humor. Criticisms are natural nowadays but we must try to look beyond them to the good and courageous work that is being done. This Institute, I feel, has served our industry faithfully through this emergency and I have confidence that it will continue so to serve. We should rely on it more for the confidence and ideas that we need, and use it more than we ever have.

### Guideposts to the Future

Changes are too rapid, too unexpected for any of us to know what will be our lot tomorrow. There are, however, some angles in the meat industry upon which we can depend. Secretary Wickard, through his foresight, has developed a program among the farmers which is giving us unusually large supplies of livestock for the operation of our plants and for the provision of our army, our allies, and our people at home.

We know that we are going to have



G. A. SCHMIDT

### FROM THE SUNFLOWER STATE

—and also a section known for the quality of its meat products are Victor J. Gerwert (left), assistant sales manager, and E. D. Henneberry, president, Hull & Dillon Packing Co., Pittsburg, Kans., who have just registered at convention headquarters.





probably the largest supply of beef animals which has ever been marketed in the history of the industry. We know that we are going to turn out more meat than ever before. We know that more meat will be consumed per capita by those comprising the large portion of our people—those in the armed forces—than ever was consumed individually in one year. We do, therefore, have much to look forward to and a great deal toward which to work. We are confident that we can do the job ahead and even more if we are called upon to do it. Such has always been the record of the meat and live stock industry.

### What Is Coming in 1943?

According to the tentative estimates by your Institute's Department of Marketing, based on figures released by the U. S. Department of Agriculture, we can reliably advise you as to what can be expected during the forthcoming calendar year. These figures will impress you with the great contribution that this industry is making to the war effort.

Total meat production in 1942 should be close to 16 per cent more than in 1941. Pork production will be almost 21 per cent greater than last year, the largest on record, or 40 per cent greater than the average production during the ten-year period preceding 1941. Beef production will be in the neighborhood of 13 per cent more than it was last year. Although veal and lamb output has not increased so greatly, the production trend is definitely upward, with veal roughly 6 per cent greater and lamb about 3 per cent more.

The consumption picture is a little different from what it has been in past years. Although production is up, aggregate domestic consumption is down. That is, the amount of meat consumed by civilians will be a little lower—not as low, however, as it might be thought when one considers the amount of product being provided our allies and the greatly increased per capita consumption of meat by men in the armed forces as compared with those in civilian life.

About 16 per cent of the total meat production will be used for the armed forces or will be shipped abroad under



### OVERFLOW CROWD AT FIRST CONVENTION SESSION

The first floor of the Drake ballroom was jammed for the first convention session when Brigadier General Carl A. Hardigg, W. C. Codling and Major General Lewis B. Hershey spoke to the conventioners. Even the ballroom balcony was filled, a heretofore unknown occurrence at the Institute convention.

the lend-lease program. The remainder is what is available for domestic civilian consumption. However, because of the increased production consumers are eating more meat this year than last—143 lbs., as compared with approximately 142. Although less pork will be available for consumption, there is an increase of about 3 lbs. per person in beef consumption, with a slight increase in the consumption per capita in the case of veal and lamb.

### 1943 Output Still Greater

Next year production will be considerably greater than this year. It looks now, however, as though we will furnish approximately seven billion lbs. of meat to all government agencies, two billion of which will be beef and veal, and five billion of which will be pork. Sales to the government in 1943 probably will be close to 30 per cent of the total meat production. Naturally, with the government purchasing so much product there will be a decrease in the

amount of meat available for civilian consumption, despite the heavy increase in total production. Indications now are that the per capita consumption of meat next year will be approximately 137 lbs. This figure is calculated on a dressed weight basis. Even though this is a substantial decrease from the amount of meat consumed by each person this year, it still is considerably above the average of the decade preceding 1941.

All of us recognize that meat is an important nutritional element and that the boys in the armed forces are getting considerably more per person than those of us at home. Government authorities, prominent nutritionists and home economists are impressing upon the population that meat is a fighting food and that we owe it to ourselves to provide ourselves with the best kind of food available—and meat ranks at the top of the list.

All of these changes bring problems and result in regulations and orders from the federal government that are sometimes confusing and disturbing to us business men. In these times especially, we should try to help one another and now as never before we sense the need of a clearing house of information. I am sure you recognize that the Institute has already served us well in this capacity and has done a grand job of passing along to each of us helpful information, last minute data and interpretations of rules, without which we could not have done our work successfully.

There is no need to review the work of each department of your Institute. The problems of this industry as a result of the war are so great and so varied that at times the Institute has not been able to segregate them by departments. It has found it necessary

### QUARTERMASTER GUESTS

Well known to packers are these two representatives of the Chicago Quartermaster Depot, Lieut. Col. Jesse H. White, in charge of the meat and dairy section of the subsistence laboratory, and Col. C. N. Elliott, in charge of the procurement division of the Depot. Questions connected with furnishing Army supplies were handled at a special booth in the lobby.



to throw all of its efforts into the one direction until the problem has been solved in the same way in which armies often move their strength to one sector of the front line when strategy so dictates.

I know that many of you have had opportunity in the past months to meet Institute staff members. A great many of these men have been out to see you in order to find out just what your problems are. You have, I hope, utilized their knowledge and their effort to the best of your advantage.

The artificial restraints, which have developed during the past several months, have worked hardships on us all and I realize that it has often been difficult for us to visualize how truly helpful the Institute might be in the individual problems. When such problems arise, in our anxiety to solve them as quickly as possible, often we neglect to call upon the men who because of their training and access to information can be of real help to us. They stand ready to render you practical assistance in working out problems within your plant and you should call upon them whenever you sense the need for information or suggestions.

Several members during the past year have had occasion to call upon the Institute for assistance with certain operating problems and have received priceless services from them. Staff members are ready to come to your aid whenever anything goes wrong in your plant which holds up your production. Sometimes the answers to these operating problems are simple and at other times extremely complicated but the wide experience of the staff members in either case proves of material benefit.

### Institute Brings Efficiency

The Institute's job, of course, is to see that the entire industry operates efficiently without regard to size, location or type of product. When you are a member, you get all of the services, and the men on the staff are constantly working to develop larger and more varied types of service in order to make themselves more useful to you and to make you, in turn, more useful to the industry as well as to yourself. Where you find efficiency in operation, you usually will find profit. Use your membership to the fullest and get all the help you need for the efficient operation of your plant.

The excellent work which the Institute's committees have been doing in straightening out our priority problems to obtain our needed share of critical material, should be particularly stressed. The results of these efforts have proved extremely helpful. As you know, the industry is faced with the marketing of tremendous numbers of livestock during this coming winter. We have been cognizant of this fact for some time and as early as last December the Institute advised the Department of Agriculture and the War Production Board that we could do this job if certain all-important bottlenecks were removed.

## Packer Executives Pair Up to Discuss Mutual Problems

1.—Jack Krey, first vice president, Krey Pkg. Co., confers with G. F. Swift, vice chairman of Swift & Company.

2.—Snapped getting a bite to eat are H. H. Meyer, president (left), and F. A. Norton, treasurer, H. H. Meyer Pkg. Co.

3.—Edward Foss Wilson, president, and Thos. E. Wilson, chairman of the board, Wilson & Co., confer with A. Z. Baker, Cleveland Stockyards Co.

4.—Max Matthes (left), president, Wilmington Prov. Co., Wilmington, Del., with Frederick Vogt, president, F. G. Vogt & Sons, Inc., Philadelphia.

5.—Howard H. Rath, treasurer, Rath Pkg. Co. and W. F. Schluderberg, president, Wm. Schluderberg-T. J. Kurdle Co., Baltimore.

6.—H. H. ("Tim") Corey, vice president, Geo. A. Hormel & Co.

7.—A pair of Swift vice presidents: Porter Jarvis (left) and Sven Lund.

8.—Albert T. Rohe, retired eastern packer executive and well known figure in the industry, has a pleasant talk with Jay C. Hormel, president, Geo. A. Hormel & Co.

9.—D. J. Madden, president, East Tennessee Pkg. Co., Knoxville (left), with Charles Simms, sales manager.

10.—Ben Rosenthal (left), president, Ben H. Rosenthal & Co., Dallas, pins on his badge after registering. With him is Roy Reed, chief engineer.

11.—Howard C. Greer (left), vice president, and W. R. Sinclair, president, Kingan & Co., Indianapolis, caught by the photographer looking over the program.

12.—Recalling olden days are (l. to r.) T. Henry Foster, president John Morrell & Co., Harry Osman, American Meat Institute, and Charles E. Herrick, former Institute official.

13.—R. M. Othwaite, general manager, John Morrell & Co., Topeka, in a jovial mood.

14.—Geo. W. Cook, general manager, Em-mart Pkg. Co., Louisville.

15.—From the West Coast came William Ellis, vice president (left), and J. D. Paul, president, Frye & Co., Seattle.

16.—A general discussion by (l. to r.) T. H. Hocker, purchasing agent, Geo. A. Hormel & Co., Austin, Minn., D. Roy Howland, president, Miller & Hart, Chicago, Sidney Rabinowitz, president, Colonial Prov. Co., Boston, and Ralph Daigneau, Hormel vice president.

17.—Veteran Ira Lowenstein, president, Superior Pkg. Co., St. Paul.

18.—Fairly close neighbors are D. E. Nebergall (left), president, D. E. Nebergall Meat Co., Albany, Ore., and Albert Luer, secretary-treasurer, Luer Pkg. Co., Los Angeles.

19.—Kentucky packers C. E. Field (left), president, Field Pkg. Co., Owenboro, and F. E. Wernke, president Louisville Prov. Co., compare notes.

20.—It was probably a livestock problem that brought together Harry J. Williams, vice president, Wilson & Co., G. B. Thorne of Wilson, and John W. Rath, president, Rath Pkg. Co.

21.—John E. Wilson, president, Batchelder & Snyder, Boston, and George A. Eastwood, president, Armour and Company.

22.—This was more than a business meeting for these two men were boyhood cronies. They are G. F. Emery, retired vice president, Livestock National Bank, Chicago, and Charles H. Swift, chairman of the board, Swift & Company.

23.—Al Lewis (left), vice president, and Sidney Rabinowitz, president, Colonial Prov. Co., Boston, compare notes.

24.—This eastern group includes (l. to r.), N. L. Hofmann, vice president, Hofmann Pkg. Co., Syracuse, Robert Earley, broker, N. Y., J. S. Scala, Gold Medal Pkg. Co., Utica, and Geo. A. Schmidt, president, Stahl-Meyer, Inc., N. Y.

25.—Louis A. Sucher (left), vice president, and Charles W. Sucher, assistant secretary, Chas. Sucher Pkg. Co., Dayton, O., had the broadest convention smiles.

The Department has done an estimable job, but still the need for various critical materials, such as steel and copper, has become so "tight" in the whole war production program that our troubles are far from being solved. We need, for example, only about 56,000 tons of steel for the remainder of this year and next—only two or three hours' production of steel in this country. Even this seemingly small amount has thus far been impossible to obtain.

As a result of numerous conferences between our committees and representatives of the War Production Board, there already have been substantial upward changes in ratings. Although these are not as high as we need to get preference in obtaining all material for repair and maintenance, definite progress has been achieved. The industry finds itself in competition with every war industry and particularly with the army and navy for steel. The Institute is continuing its efforts to establish clearly

in the thinking of the War Production Board that the meat packing industry is essential and the job is one that must be done.

### New Lard for U. S. Army

Interesting work has been done during the last year on the lard problem. The lard committee and Institute staff members have been exceedingly active in working with members and the War Department in getting answers to some of the problems we have faced for years and which we hope soon to solve. As you know, lard was, to say the least, not an important item purchased by the War Department when the present army was in its first stages of development. By developing a product suitable for the army's needs, however, we have opened up a very large market for this important product.

Our method of approach to the problem of lard supplies for the armed forces, undoubtedly will be most help-

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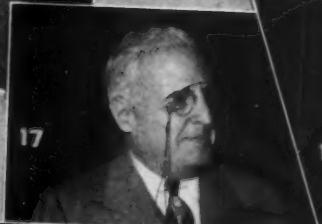
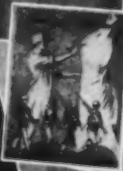
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ful to us in solving the domestic problem. Surveys conducted by the Institute have made it possible for us to determine what consumer objections have been. We can use this information as a guide to the future.

Scores of meat packers have been drawn into the lard discussions through the Institute's help and guidance and a constructive program is already underway. The lard committee in all of its work has found that the problem can be solved through the determination of individual company management to make a better lard. Generally speaking, there is no problem of new machinery and equipment. If we fortify ourselves with the knowledge that we have, and if we use it as it has been suggested for use, the problem of lard production and merchandising will be minimized to a very great degree.

This program is an example of the far-sighted approach which the Institute is making to several of our most important needs. We recognize, of course, that the present situation of a relative easing of the lard merchandising problem is necessarily artificial and temporary. After the war, the old lard problem will return but what we are learning today will assist us then in arriving at satisfactory solutions.

### Advertising for Long Term

At a summer meeting, the board of directors authorized the Institute to proceed with the meat educational program along the lines which it had generally outlined and to approach members again for funds to conduct the program during the coming year. This was no idle decision on the part of the board. The meat educational program has kept the meat industry in step with the times and in one or two instances of which we can be justly proud has put us out in front when it was especially important to be there. It is so easy when many unusual and bothersome questions arise to neglect the long-range point of view. We think that we are having our difficulties today, but these a year from now will be history

### REGISTER EARLY AND HEAVILY

Record crowds of packers came early to the Institute convention. By Monday noon registration had already exceeded the 2,200 peak established in 1941.

and others of just as great significance will confront us.

We are at war now and must meet the demands of war but sometime in the future, and not too long, we hope, we will be building again for peace-time business and the good will of our product and the good will of our industry will be a priceless asset as we set about performing a peace-time job. The meat education program as conducted by the Institute is a significant factor in building for the future while we are meeting the needs today.

When the representatives of the Institute advised us two years ago of the importance of taking part in this program, they stressed, among other points, that advertising would help us regain some of the business which we lost during the last war and never did regain. Meatless days caused us more hardship and worry after the war than they did during it. At any rate, we can point to the war period as a dividing line between an increase and a decrease in the per capita consumption of meat.

### Foresight in Program

Two years ago those who assumed leadership in this program pointed out that we would soon reach a period of static population. They explained also that if this industry desired to grow the use of its product must necessarily increase among each unit of the population. When this war is over we will be much nearer that period than when we were first reminded of it. All the more reason, I feel, that we must not neglect a job which has been handled so meritoriously and so capably during the past two years. Most of you have observed how the meat educational program adjusted itself to changing times and actually led the nutritional battle.

Two or three important phases of the campaign were thought out and managed so well that advertising and educational material came to the attention of the American public at a time when the government was announcing a similar policy. Although it was not actually the case, the matter was handled in such a way that it appeared as though the meat advertising was establishing a policy for all other nutritional groups to follow.

This is a good example of the wise fore-thought on the part of those handling the advertising campaign and it is an indication of what we may expect in the future development of the meat educational program. Everybody in this room realizes what it means to us, to have an instrument of good will as well as one which promotes the use of our products during a time like the present. If you have not already become a part of the program, you will find it well worth your while to do so. You will

count it a wise investment of time and money.

Your industry is playing a vital role in the war effort—its critics to the contrary. You must expect to be criticized. There is always someone around to criticize every important person or industry that is actively engaged in getting things done in a larger and far-reaching way. Ours is an efficient industry but one in which the rate of profit has always been small. Our turnover is great, the volume of money which we handle is staggering but the rate of profit has always been much smaller than any business man would have a right to expect. As an industry, we are already achieving almost unbelievable goals in our effort to help win the war but until the sun shines again in all quarters of the world we must find ways and means to re-double even our present commendable effort.

### Rising Above Criticism

We must acquaint ourselves with all the latest information and experiments in order that we can perform an even more efficient job. We must rise above criticism, retain our perspective and our sense of humor and press on to meet whatever demands the armed forces of the allies and the civilians at home may make upon us. These are critical times in the life of America, and we must see to it that our industry does its full part in meeting America's great and growing need. And above all, we must keep our eyes riveted unwaveringly on the victory that surely will be ours.

• • •

**CHAIRMAN SCHMIDT:** The gentleman whom you are about to hear is a representative of our industry's largest customer. To give you an idea of what the government is buying in the way of meat supplies, approximately 30 per cent of the supply of meat which entered interstate commerce in a recent month was purchased by the government for the Army, Navy and other purposes.

We have been hearing a great deal of late about how the government plans further to expand our already huge Army. Our job of providing meat for the armed forces will be an even more tremendous one next year than the past one has been.

Brigadier General Hardigg has been close to the problems of developing the correct type of rations for the Army, and has been instrumental in organizing a program which allows for substantial quantities of meat in almost every meal served to those in the Army. Since the last war, he has been an army man, and, more important, a greater part of this career has been spent in the Quartermaster Corps. General Hardigg has grown up with the program of army purchasing and is now in charge of the Subsistence Branch in the office of the Quartermaster General.

Brigadier General Carl A. Hardigg will discuss "Meat for the Army." I take great pleasure in introducing him.



## Good Meats, Packed For War Conditions, Are Needed by Army

**BRIG. GENERAL CARL A. HARDIGG:** I am very happy indeed to have this opportunity to appear before you here today to express my appreciation to all of you who have helped us through a very trying period. I know many of you have furnished meat to the Army when it meant selling it at a loss and denying it to a regular customer who was most insistent. Without this help we would have had a very difficult time getting through the period of short supply. I do not need to tell this audience how important meat is in the American soldier's diet—that it is important to his morale. We can put meat down as the Number One article on our food shopping list for the soldiers, and what a list it is getting to be! Meats for the camps at home, meats for Alaska and Iceland, meats for England and Ireland, meats for Panama and Hawaii, meats for the Southwest Pacific—they all need meat every day and the numbers grow each day.

I do not need to tell you that it is going to take a huge supply of meat to feed the Army this coming year—a huge supply of fresh meat for the soldiers at home and those abroad whenever we can get it to them, and a huge supply of canned and cured meats for those abroad and for their reserves. We do not want any more Bataans.

I like to call this Army "Our Army" for it is your Army as much as it is my Army. The only place the Army can get its meat is from your industry, so if the Army is to be well supplied

with meat, we must work together to see that it has enough meat, that they are the kinds and qualities that we want the soldiers to have and that they have them when and where they need them. We will have to work together with a will to get the task done.

I think it will be helpful at this time to discuss some of the problems that are always with us so that we may get a mutual understanding of them:

**1. SPECIFICATIONS.**—The Army's specifications are constantly in the process of revision to keep them up to date with progress in the industry and to meet changing conditions. There is nothing sacred about specifications as they are—nothing that cannot be changed promptly when it is necessary or desirable to do so. The guiding principle in drawing each Army specification is that it shall call for a good, sound product that can be made by any good manufacturer, and is of the quality that you and I would want to eat ourselves and to have our soldiers eat.

We rarely have suggestions that the specifications should be changed to call for higher quality of products—the changes suggested nearly always are to lower the quality of the product. As long as we can get the products in sufficient quantities of specification grade, I do not believe you really want the quality of food of the soldier lowered.

**2. PACKAGING.**—In normal times the type of packaging for food products is a compromise between the cost of the packages and the amount of losses sustained in shipping. Two things occur in War to change this picture. Any meat that we lose now is irreplaceable. It

must be taken from the meat supply available to the country, and you know this balance is going to be lower this year than we would like to have it, so we must see that no avoidable losses occur. Also the shipping conditions to which the Army's meats will be subjected are entirely different from those encountered in normal times.

Meats must be assembled with other food products into balanced rations, so that a shipment consists of many different sizes and kinds of containers. They must be loaded in any space that is available on the ship, and when unloaded pallets and conveyors are not available. They must come out of the holds in slings and often be unloaded onto lighters to be gotten ashore. Storehouses will probably not be available and the supplies must be piled on dunnage, if dunnage can be found, and covered with paulins or other temporary cover. Later they will be shipped and re-shipped and finally arrive in small lots at the individual messes.

Even the best of packages need careful handling if they are to deliver the meats to the soldier in good condition. If our meats are packaged in a way that does not guarantee good delivery to the soldier, we have been very remiss in our duty, for we waste ships' tons that have been used to transport it (and ships' tons are the most valuable commodity we have today), but worst of all we lose the meat and the soldier isn't fed. So if we are insistent on the wood boxes for our meats, it is not because we are arbitrary.

**3. BONED MEATS.**—The Army has found the use of boned meats particularly advantageous. The boning of beef allows its separation into three groups, each suited to a purpose. Roasting or frying meats are boxed together, boiling or stewing meats are boxed together, and the balance of the meat from the carcass is ground with some of the suet to make hamburger for meat balls or loaves. This separation into cuts has been very popular with the Army; it leaves 30 per cent of the weight of the carcass in the form of bones and excess fat in the packing



GEN. HARDIGG

### TASTY TIDBITS

(Left): Nelson O. Newcomb, secretary-treasurer, Cleveland Prov. Co., and Earl W. Hughes, secretary-treasurer, Hughes Provision Co., Cleveland, enjoy samples of dehydrated meat prepared by VeNona Swartz of the Institute.

(Right): Having a cake sample made with lard are F. C. Vibrans of the Institute research laboratory and C. L. Harlan, principal agricultural statistician of the Bureau of Agricultural Economics.



houses where the best possible use can be made of them.

Finally and probably most important of all, the meat occupies somewhat less than one-half of the storage space in the refrigerator or for transport than does meat in the carcass form. In other words, a ship that will carry 1,000 tons of carcass beef can carry the equivalent of 2,000 tons when boneless beef is used. A somewhat lesser saving in weight and shipping is made by the use of boneless pork loins. We have recently purchased hams for overseas with the shanks off in order to reduce the weight and shipping space.

It is highly desirable that we be able to buy the boneless meat from every packer, and it will be highly desirable for every packer to be in a position to furnish boneless meats to the government. I wish to urge each of you to examine your organization to see what changes you will have to make in order to be in a position to furnish a maximum portion of meats to the government in the form of boned meats. There is serious doubt in the minds of many in the industry whether the facilities are sufficient to slaughter and properly store the large supplies of animals that are expected to be available for slaughter over the next few months. The storage of meats in the form of boneless meat occupies less than one-half the space of carcass meats so their storage in this form will operate to greatly increase the storage capacities of the industry.

In order to simplify our organization we have recently transferred the purchase of frozen beef from the Chicago Quartermaster Depot to the Perishable Section, Subsistence Branch, at 222 West Adams st. In the future all canned meats will continue to be purchased by the Chicago Quartermaster Depot and all other meats, whether fresh, frozen or cured, will be purchased by the Perishable Section.

We are very fortunate to have so large a supply of meat available to us this year. The fact that we have it is due to the farsightedness of the Department of Agriculture in foreseeing the need and taking the proper steps to secure the great increase in production over previous years. If this increase had not occurred we would be facing much more drastic actions on meats.

We have all heard a great deal lately about price ceilings—especially their inequities and iniquities. Many of these complaints were justified and many corrections have been made. Please do not forget the other side of the picture. They were given a tremendous, difficult and necessary task to do with little precedent to guide them. They have accomplished this task assigned to them. Even though the medicine has not been too pleasant to take, we are all grateful when the doctor has us back on our feet again.

We have new conditions to meet in the immediate future. We may be sure things will develop in ways we have not

foreseen. It will be necessary for all of us to work together if we are to avoid criticism and confusion. We in the Quartermaster Corps will do our best to do our part.

**CHAIRMAN SCHMIDT:** It is hardly necessary for me formally to introduce anyone with whom you and I have been and are already so well acquainted. He has been our friend, has been connected with our industry for many years, and we have learned to admire his ability and respect his sound judgment.

For some time after the organization of the War Production Board, this industry felt the tremendous need for a man with an understanding of its problems to represent it on the staff of the WPB. For such a job it was difficult to obtain someone who had sufficient experience and yet could be spared from his former activities during so critical a time as this.

I refer, of course, to W. C. Codling, vice president and general manager of the Albany Packing Co., better known to me and all of us, and more affectionately, as our old friend "Cod."

He has unquestionably been very helpful in obtaining recognition for us as an essential industry. Working closely with the special priorities committee, he has tackled our problem of handling the vast impending supplies of livestock. In characteristic fashion he rolled up his sleeves, got to work and relieved many of those bottlenecks which would impede our operations in the trying months ahead, for the lack of rendering, refrigerating and power equipment.

"Cod" is here this morning to outline some of the activities of the meat packing section of the Food Branch of the War Production Board, where he is known as Wilson C. Codling, chief of the meat packing section.

## Codling Says: Meet Material Shortages With Pioneer Spirit

**W. C. CODLING:** Mr. Chairman and members of the American Meat Institute: It seems strange for me to stand here before you. I have attended these conventions for so many years, and have enjoyed other speakers, and I hope what I have to say to you will be helpful.



W. C. CODLING

When I was asked to go to Washington last March, to be chief of the meat packing section in the Food Branch of the War Production Board, like many of us my reaction was, "Why me? Why not some one else? There are many men in the meat packing industry with wider experience."

The answer I received was, "Maybe you are right, but we want you."

It seemed to me at the time utterly impossible, for I had many responsibilities at home. For me to spend all my time in Washington—well, it was just out of the question. Douglas M. Townson, chief of the Food Branch, who had called me to Washington and with whom I had the interview, remarked: "Codling, remember our nation is at war. It makes no difference what you or I think. Our duty is clear. Our country comes first." So that, gentlemen, is why I am in Washington—trying to be



### A FLANKING MOVEMENT BY OPA

Hot on the problems of the day are Fred A. Rochester, meat price specialist of the OPA from Baltimore, Oscar G. Mayer, president, Oscar Mayer & Co., Chicago, Howard C. Greer, vice president, Kingan & Co., George M. Lewis, American Meat Institute, and Fred W. Waller of OPA.

helpful to our American government.

The War Production Board deals with production problems. My duties are to approve or disapprove requests by the meat packing industry for priority assistance in building, alterations, repairs, additions, packinghouse machinery, and equipment, as well as materials for maintenance and repairs—in fact, wherever the use of critical materials is involved. By critical materials I mean metals principally.

As we go over the many requests we have each week that pass through our section we are mindful of the fact that our armed forces, lend-lease, and our civilian population are dependent on the meat packing industry for their meat supply. We are also mindful of the effort our farmers have made to increase their livestock production to produce the meat so urgently needed in our war effort. Yet we must keep ever before us the need of critical metals required by our airplane factories, our munition plants, our ship yards. In fact, there are many industries contributing entirely to our war effort that must not be denied the metals and materials they need—and must have.

So, gentlemen, your problem is clear. You should not be selfish to the degree of slowing up our production of implements of war by asking for priority assistance except in a case of dire necessity. Remember, we must all make sacrifices to win this war—and win this war we must.

I know of no industry, gentlemen, that has a more colorful background than the meat packing industry. All you have to do to convince yourself of this is to read the life of Philip D. Armour and Gustavus F. Swift. Those men were the pioneers of the industry represented here today. Some might think, "Oh, they never experienced the hardships that we are experiencing today. It was different in those days."

Yes, you are right—it was different—but our hardships and problems today are trivial as compared to what these two pioneers had to face and master in their day. What we need is COURAGE, more COURAGE; CONFIDENCE, more CONFIDENCE.

What could be more inspiring than the fact that our industry is blessed with three pioneers living today? They are men who have built institutions that bear their names. I refer now to Oscar Mayer, sr., George A. Hormel and John Rath. They, too, had to master many problems—yes hardships—that but few here have ever experienced. The undaunted courage that these pioneers expressed is why their names are over their doors today.

**CHAIRMAN SCHMIDT:** A great deal has been heard of late about the demands which the government may make in order to build an army of at least 10,000,000 men. Every one of us has experienced the effects of men gradually leaving their work in civilian life to become an integral part of the best-fed and best-equipped army of the

world. Naturally we are interested in getting whatever information is now available to assist us in formulating future personnel plans.

There is certainly no one better qualified to discuss the subject than the man who actually heads up our nation-wide selective service. His is the responsibility for selecting Uncle Sam's soldiers, and just as important, the responsibility of integrating this program with the war production effort on the home front.

Major General Lewis B. Hershey has been active in selective service long before anyone ever conceived of this war. He is the man who since the inception of it has been the guiding spirit of its development, and who, more than anyone else, should be commended for the efficient system we now have. Having been deputy director of the work of that department a year before the attack on Pearl Harbor, he was made director of the Selective Service System in July, 1941. As a matter of fact, the information about every male citizen in this country between 18 and 65 which his department has compiled would probably dwarf anything ever attempted by J. Edgar Hoover.

It is a pleasure and privilege for me to present Maj. Gen. Lewis B. Hershey.

#### VISITING HOURS

- 1.—D. W. Martin, field representative of the American Meat Institute, and Col. E. N. Wentworth, head of Armour's livestock bureau, take time out for a few pleasantries.
- 2.—Two Wilson & Co. representatives, W. J. Mullen, dried beef dept., and V. D. Washburn, beef boning dept.
- 3.—South and North meet when E. V. Theobald, manager, Abraham Bros. Pkg. Co., Memphis, and Rex W. Perry, president, Perry Food Products Co., Chicago, stop for a chat in the lobby.



## Survey Workers for Draft Eligibles; Get Replacements Ready

**W**HILE Major General Lewis B. Hershey's address was "off the record," the following statement, which he supplied to the Institute, deals with many of the points which he covered at the convention session.

**MAJ. GENERAL L. B. HERSHEY:** Manpower is a most important strategic material of today. Every employer should make a prompt inventory, appraisal and analysis of the manpower in his own plant as he would inventory his stock pile. In order to keep production going and at the same time furnish men for the armed forces, industry should now establish an orderly replacement program. In order to secure temporary deferments for essential men while he is training women, young men, older men, physically handicapped or those with a high degree of dependency, the employer should know the fundamental principles in the operation of his local Selective Service Board.

Certain steps should now be taken by each employer. He should know how many men on his pay roll are between the ages of 20 and 45. He should investigate the classification of every one of those men. On the basis of such an inventory he should prepare to plan ahead and train men for replacement of those who must necessarily enter the armed forces if we are to have the sort of army which can win the war.

#### Deferments Temporary

Deferments, granted so that employers may train women or men not liable to early induction, are temporary deferments; they cannot exceed six months and in many cases may be for only 30, 60 or 90 days. The Army today has to train a bomber pilot within a period of eight months to operate a very technical machine with an instrument board which puzzles an expert. Why, therefore, should industry insist that it assume that it can take two or three years to train men for industrial tasks not nearly so complicated?

The fundamental purpose of every deferment of a registrant is to allow an employer to train a replacement. Only in a few rare instances can an employer expect to have these temporary deferments continued for more than the six months period. These are only in cases where an abnormally long period of training is required for a replacement and the eight months needed in which a



**MAJ. GENERAL HERSHEY**



bomber pilot can be turned out now, is something to remember in this connection.

Employers may seek the deferment of their necessary men with or without their consent. Here is how they go about it.

On page 3 of the Selective Service Questionnaire (Form 40) which is sent to each registrant before he is classified is the following:

**INSTRUCTIONS.—IF YOUR EMPLOYER BELIEVES THAT YOU ARE A NECESSARY MAN IN A NECESSARY OCCUPATION, IT IS HIS DUTY TO FILL OUT FORM 42A REQUESTING YOUR DEFERMENT. YOU MAY ALSO ATTACH TO THIS PAGE ANY FURTHER STATEMENT BY YOURSELF WHICH YOU THINK THE LOCAL BOARD SHOULD CONSIDER IN DETERMINING YOUR CLASSIFICATION. SUCH STATEMENT WILL THEN BECOME A PART OF THE QUESTIONNAIRE.**

### Handling Employer's Request

This is on all the questionnaires distributed during the past six months. The fact that the Selective Service System now specifically mentions the filing of Form 42A as the manufacturers' duty is a clear indication of the Selective Service System view on the responsibility of each employer in this matter.

The employer can secure Form 42A at the local board and the local board will consider the employer's request when the form is properly filled out and signed.

If such request should be denied because the man, after consideration of the claims offered for him, is not considered to be indispensable to the company's operation, and is needed more in the armed services, the local board will advise the employer of its refusal of such an occupational deferment.

The local board does this by sending to the employer, at the same time it notifies the registrant of his classification, a Form 59.

There are ten days after Form 59 is mailed by the local board to the employer during which the employer can appeal the registrant's case. The registrant will not be ordered to report for induction during this ten-day period.

In order to take an appeal the employer simply has to sign his name to Form 59 which he has received, and return it to the local board; or, in case the Form 59 is not received from the local board, any written request will have full value to make such an appeal effective. When Form 59 is returned by the employer the appeal procedure becomes automatic. All necessary forms are available at the local board in the employer's immediate vicinity or at the office of the State Director of Selective Service.

If the local board and the appeal board deny the appeal for the occupational deferment of a key man, the employer may then bring the matter to the

## Price Ceiling Headaches Couldn't Dampen Their Spirits

1.—From Krey Pkg. Co., St. Louis, came Geo. Ballhausen (left), sausage supt., and F. W. Marlow, master mechanic.

2.—This trio from Swift & Company includes P. M. Jarvis, vice president, R. H. Gifford, general branch house manager, and E. T. Swearingen, prov. dept.

3.—Another Swift group included (l. to r.) Paul L. Ayers, John Wilkinson and J. S. Wood, branch house men, K. G. Anderson, table ready meats and L. R. Smith, boneless beef cutting dept.

4.—C. L. Reedquist, (l.) veteran employe of John Morrell & Co., Ottumwa, with H. F. Veenker, general superintendent.

5.—It was a business talk that J. J. O'Connor, Armour and Company export department (left), was having with J. C. Jacobs of the casing department.

6.—A trio of Hoosiers from Milner Prov. Co., Frankfort, Ind. (l. to r.): Robert E. Hall, director; E. E. Plunkitt, supt., and E. O. White, president.

7.—Another group from the Hoosier state (Home Pkg. Co., Terre Haute) were W. G. Rockwood, sales manager; R. S. Scott, vice president, and Wm. Lexier, supt.

8.—Lunching together are R. D. Stearns, treasurer, and Douglas Peet, asst. treasurer, Peet Pkg. Co., Chesaning, Mich.

9.—The Better Made Sausage Co., Detroit, was represented by (l. to r.) Henry Barwin, sausage maker, H. R. Pressel, owner; C. M. Lockhart, general manager, and Al De Vlee, sales manager.

10.—C. A. Olsen, Chicago district manager, Wilson & Co. (left), and P. P. Grant, Chicago district prov. inspector.

11.—R. R. Klauke, sales manager, Krey Pkg. Co., St. Louis, and J. A. Fonyo, Chas. Hollenback, Inc. formerly associated with the Krey firm.

12.—You can bet it was good information that Lieut. Arthur Weiss of the Air Corps was getting from Harry Williams, vice president of Wilson & Co.

13.—From one of the busiest spots in America — Detroit — came (l. to r.) I. Schlaifer, J. Finnerty and L. S. Joseph, all of Hygrade Food Products Corp.

14.—On hand for some of the big doings were Carl Overaker and J. McQuire, Armour and Company sales department.

15.—Karl Pfahler, Pfahler Pkg. Co. (left), stresses a point in his story to John A. Griffith, president, Edward Moco and

Henry Thorson, all of Spencer, Inc., Detroit.

16.—Don Smith (left), advertising manager, Wilson & Co., laughs at a story told by his fellow official, E. A. Ellendt, head of canned meats.

17.—From the retail side of the industry came Joseph B. Hall, vice president, and Walter E. Fitzgibbons, sales promotion manager, Kroger Grocery & Baking Co., Cincinnati.

18.—Roy Carlson, spice chemist (left), and Jean Lesparre, consulting chef, Armour and Company, found this year's convention flavor satisfactory.

19.—All set for serious business are (l. to r.) Wm. J. Kent, attorney, Edgar. H. Stone and Henry R. Streckert, superintendent, H. C. Bohack, Inc., Brooklyn.

20.—Stuart D. Lyon (left), and A. C. Ragnow, Swift & Company advertising department, had plenty of friends to greet at the convention.

21.—Waiting for an elevator are (left) H. Murray, general provision manager, and W. R. Carroll, superintendent, Canada Packers Limited.

22.—Early arrivals from the Savory Foods div. of John Morrell & Co. were (l. to r.) Robert Taylor, Boston district manager, W. R. Lane, New York, and C. W. Phipps, Topeka.

23.—Allen McKenzie, Wilson & Co. engineering expert (left), came to the convention with W. C. Kruger, supt. of canning.

24.—Agar Pkg. & Prov. Co. was represented by this quintet. Front row: C. W. Tortorello, Walter L. Trandel, Jack Bedier. Second row: E. H. Martin, Geo. Messerschmidt.

25.—Ceilings or no ceilings, this group from Kuhner Pkg. Co., Muncie, Ind., flashed broad smiles. They are (l. to r.) L. W. Current, asst. sales manager, Wendell Martzall, asst. plant supt., Meade Snider, purchasing agent, and L. W. Fulton.

26.—Representatives of Emge & Sons, Ft. Branch, Ind., had an enjoyable time. In the front row are Roger Elpers, Robert Elpers, Walter Emge and Charles Emge. Back row, C. L. Elpers and Oscar Emge, partners in the firm.

27.—Early arrivals from the South were T. G. Strange, president, and A. D. Griffith, Carolina Pkg. Co., Orangeburg.

attention of the state director at the State Selective Service headquarters, with the request that the case be reopened or appealed by him to the President.

### Employer's Definite Duty

A double duty rests upon the employer. He should personally know what his manpower situation is. He should not leave the job to a minor employe to decide who is necessary. The employer who delegates the task of filing a request for deferment to a clerk, the executive who does not make a complete inventory of his whole plant today, is

negligent. Likewise, the employer who files requests for deferment of men who can be replaced by women, or others, in keeping reinforcements out of an Army which is battling for us all. The employer engaged in essential war production who has been required to greatly expand his plant and who then fails to request deferment for his key men is also negligent.

A good rule to follow: Don't ask deferments for any men who can be replaced by training another individual not likely to be eligible soon for service in the armed forces.

Make an inventory, request deferment



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for any man whose immediate induction into the armed services would retard production of vital war material or other services essential to the war effort, or who is needed to maintain national health, safety and interest.

Only when an employe is working in a critical occupation within an essential industry should a Form 42A be filed for his temporary occupational deferment.

Yes, an inventory within a man's own plant is called for; also an appraisal and analysis of the manpower in the community. There is many a man over 45, or a man physically handicapped, or a woman who can do that job that the 23-year-old boy is doing who took a 12-weeks course at a learn-quick school.

There are not more than 60 million people in this country who are capable of effective productive effort. These men and women represent our total manpower available to win the war. They must do everything that must be done in a total war; maintain transportation, communications and utility systems, maintain public services, grow food for ourselves and our allies, mine the metals and produce the raw materials, fabricate and produce the amount of consumers goods necessary to maintain even a restricted national life and the supplies, weapons and munitions of war; also most of all they must provide the men who land on strange shores in far places, the men who carry the fight to the enemy.

### All Have Vital Job

The rest of the population who mine raw materials and produce the weapons with which these men fight must be a self-disciplined team working in unity. The individual personal convenience, comfort or pleasure, or the convenience and ordinary leisurely replacement programs of the employer, will have to be given progressively less consideration as the war gets tougher and the casualty lists grow.

When we hear of the big armies we are going to raise, we must all remember that it takes at least five men or women to produce what they eat, use, fight with, and wear. With less than sixty million availables in this country, those figures are worth deep thought.

**CHAIRMAN SCHMIDT:** The closing event of our program this morning is rightly one of the highlights of each year's convention program. The man who has been singled out to take charge of it is one whom all of you know. There is no one who is better suited to award the gold and silver service buttons to 50- and 25-year veterans than our old friend and colleague, Bill Price.

Some of those who are to be honored by us this morning are here, waiting for Mr. Price to present their awards. And now it is my pleasure to turn this meeting over to William F. Price, formerly vice president of the Jacob Dold Packing Co. and one of our veterans of long standing.

## Gold Badges Go to 50-Year Veterans of Meat Industry

**W. F. PRICE:** Gentlemen, I am very sorry that General Hershey asked to have his remarks off the record. I, for one, would be very glad indeed to have a stenographic report of them and be able to read them occasionally. I think they were very enlightening, and his sense of humor is wonderfully refreshing.



W. F. PRICE

I had prepared a very brilliant speech, but I see the hour is getting rather late, and men who have been 25 and 50 years in the packing business don't care to sit around when it is getting time to eat. So I have obtained the list from the Institute, and there are three pages of 50-year men, and numerous other pages of 25-year men. We will mail the buttons to the 25-year men as usual. I have cut out most of my speech, but I have a little bit here that I want to say.

It is a pleasure and an honor to be asked to award gold and silver buttons to the men who have completed 25 and 50 years of service in the industry.

One cannot help wondering how many additional years would be added to those you are officially credited with if you men had based your time calculation on the modern 40-hour week. Undoubtedly all of you in your early years worked not only eight hours per day, but frequently 10, 12 and even longer and for

at least six days per week. What a nice tidy sum you would have to invest in War Bonds if you had been paid time and a half for all of that overtime.

The fact that you have completed 50 years' service is evidence, however, that you are not clock-watchers.

The board of directors of the American Meat Institute has provided a silver button for those who have completed 25 years and a gold button for those who have completed 50 years. These are your badges of honor for your long and faithful service in an industry which is so vital to our nation in peace as well as in war.

This is not the time nor place to compare the present with the past. We are caught in the most terrible war the world has ever known and drastic changes, rules and regulations must be observed in all industries. Ours is no exception. In fact, the meat packing industry is so vitally important to our government at war, that it sometimes seems as though official Washington stayed awake at night to think up some new regulation to apply to the packers in the hope that it would be helpful to our armed forces.

### Doing a Difficult Job

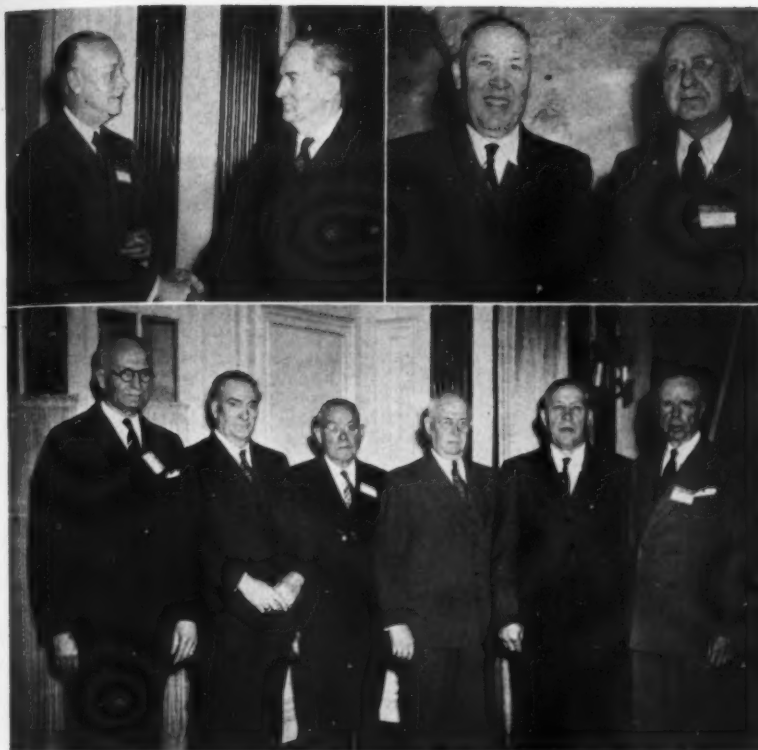
I was in Washington for a while where I had one of those one-dollar-per-year jobs with the OPM and I saw at first-hand the sincere desire that exists there to help our boys in service and still to do the right thing by industry. This is particularly and definitely true of the important officials. This is said in all sincerity not only to the officials who are honoring us with their presence and assistance at this convention, but also to their colleagues in Washington.

Their tasks, however, are stupendous. They have to have numerous assistants and these create bureaus and departments. These new men start out on an uncharted sea. They lack the knowledge of the intricate meat business that you



### CANNING EXECUTIVES DINE

This contented, well-fed group is made up of C. E. Martin (left), sales manager, Illinois Meat Co., Chicago, Ned Cone, sales manager of vacuum cooked meats for Rath Packing Co., Waterloo, Ia., W. D. Todd, manager of Flavor Sealed division of Geo. A. Hormel & Co., Austin, Minn., Gus Robert, the Cudahy Packing Co., Chicago, Russell Smith, Wilson & Co., and John Clair, secretary, Republic Food Products Co., Chicago.



#### HONOR 50 YEAR VETERANS OF INDUSTRY

(Upper left).—George A. Eastwood, president, Armour and Company, extends congratulations to William D. Budge, Armour 50-year employee.

(Upper right).—John W. Rath (right) president, Rath Pkg. Co., Waterloo, Ia., with Oscar Melquist, veteran hog killing foreman of the Iowa plant.

(Below).—Over 300 years of service to the packing industry is represented in this stalwart group of veterans (l. to r.): Patrick J. Corcoran, Cudahy Pkg. Co., Omaha, William D. Budge, Armour and Company, Chicago, Charles C. Reedquist, John Morrell & Co., Ottumwa, Ia., L. E. Griffin, P. G. Gray Co., Boston broker, Oscar Melquist, Rath Packing Co., and W. F. Price, former general manager, Jacob Dold Pkg. Co.

gentlemen have accumulated throughout your long years of practical experience and sometimes their rulings seem queer and ill-advised; but they are always willing to listen to our side and try to correct inequalities.

When you and I were first active in the packing business we probably thought that the BAI was the only alphabetical department in Washington. Now it takes considerable time and thought to keep posted on what the various alphabetical combinations mean, and it takes much more time to translate the rules, regulations and amendments that flow in such a constantly increasing current from our nation's capital. It is no wonder that your grey-ing locks are thinner.

I know that there are no more loyal Americans than you men who for so many years have been upholding the finest traditions of American industry. I take pleasure now in announcing the following names as having completed 25 and 50 years of active service in the meat packing industry.

The complete list of 50-year veterans: Herbert Rumsey, Paterson, N. J. branch, Albany Packing Co. Mr. Rum-

sey began in 1890 with The Henry Muhs Company at Passaic, and became its manager in 1900, and continued with that firm until the company ceased operations in March, 1942.

William D. Budge, manager, addressograph department, Armour and Company, Chicago.

Carl A. Anderson, who retired last April after half a century as a car builder for Armour and Company.

Marshall Davis, Beech-Nut Packing Co., Canajoharie, N. Y.

Henry C. Heinle, Coast Packing Co., Vernon, Calif.

Patrick J. Corcoran, curing supervisor, Omaha plant, Cudahy Packing Co.

P. J. Brennan, who has been a belly trimmer at the Omaha plant of the Cudahy Packing Company since 1911.

John Faltermeier, pork expert in the Kansas City wholesale market of the Cudahy Packing Co.

L. E. Griffin, P. G. Gray & Co., Boston, Mass.

Charles S. Simms, sales manager, East Tennessee Packing Co., Knoxville.

F. B. Brown and C. N. Dickinson, founders of the Great Falls Meat Com-

pany of Great Falls, Montana.

Andrew Neufert, lard refinery expert, Hately Brothers Co., Chicago. Mr. Neufert, now approaching his 80th birthday, is the oldest of the 1942 gold button winners.

Daniel Loftus, Kingan & Co., Indianapolis, Ind.

Otto Mattausch, Kohrs Packing Co., Davenport, Ia.

Otto W. Schlau, salesman for Oscar Mayer & Co., Chicago.

Lionel J. Ely of Liverpool, an English employe of John Morrell & Co.

Charles C. Reedquist, foreman, roustabout gang of John Morrell & Co.

Harrison Clay Long, John Morrell & Co., Topeka, Kan.

J. H. McCracken, formerly foreman of the lard department of the Nuckolls Packing Co., Pueblo, Colo.

Robert W. Criss, Punxsutawney Beef & Provision Co., Punxsutawney, Pa.

Oscar Melquist, hog-killing foreman, Rath Packing Co., Waterloo, Ia.

Otto Stahl, chairman of the board, Stahl-Meyer, Inc., New York City. Mr. Stahl learned his trade as a boy in Germany, and entered the meat industry in this country almost immediately after arriving on July 4, 1888.

Joseph Gabels, manager of the store-room, Harlem plant of Stahl-Meyer, Inc.

Edward Scott, general utility man, Harlem plant of Stahl-Meyer, Inc.

William R. Freier, Chas. Sucher Packing Co., Dayton, Ohio.

James H. Blanford, South St. Paul plant of Swift & Company.

Leo J. Kramp, who retired as a car icing station manager for Swift & Company, Chicago, in July.

Frank Wichert, who recently retired as beef loading foreman, South Omaha plant of Swift & Company.

Joseph Theobald, pork operations expert, C. F. Vissman & Co., Louisville.

Manuel Paredes, foreman, Argentina branch of Wilson & Co., Inc.

F. F. Finkeldey, Jersey City branch of Wilson & Co., Inc.

Michael Roche, Kansas City plant, Wilson & Co., Inc.

Ernest Fried, gen. mgr., wholesale market, Armour and Company, Chicago.

William Sherman, carcass test and stock department, general office, Armour and Company, Chicago.

Mr. Price then awarded the gold buttons to those who were present. The meeting adjourned at 12:15 M.

On Monday afternoon, October 5, a luncheon session was held in the ballroom of the Drake. The luncheon's theme was "Status of OPA Regulations Affecting Meat." Charles M. Elkinton, head of the meat, fish, fats and oils division, Office of Price Administration, and John Finn and J. J. Jacobson of the legal division, Food Section, OPA, were off-the-record speakers. The OPA representatives also answered price ceiling and restriction order questions by packers.



# Capacity, Industry Future, Ad Needs Discussed at Session II

October 6, 1942

**T**HE meeting convened at 10:20 a.m., with Frederick A. Vogt, vice chairman of the board of directors, presiding.

**CHAIRMAN VOGT:** Our first speaker is C. L. Harlan. Two years ago the Secretary of Agriculture called on producers for a greatly increased production of livestock. The results of that call will become apparent this winter. We are about to process the largest amount of meat ever produced in history during a similar period. This fact has raised the all important question of whether our present facilities and equipment are adequate to do this stupendous job.

Several months ago we conducted a survey of machinery and equipment in this industry to determine just what our needs would be. Representatives of the industry discussed the problem with the Secretary of Agriculture. Having asked for the supplies, the Secretary wanted to be sure that the meat packing industry could handle them. A few months ago the Department of Agriculture conducted a similar survey.

A man whom most of you know was in charge of that survey. He is C. L. Harlan, principal agricultural statistician of the Bureau of Agricultural Economics. Many of us are acquainted with the pig survey reports, of which he is in charge, and know how helpful they have been to us in the conduct of our business. Mr. Harlan is well qualified to examine the problem of available machinery and supplies in the industry. The information he will present should lead to interesting conclusions.



F. A. VOGT

## Plants Can Handle Big Hog Run; Some Regions Overloaded

**C. L. HARLAN:** About two weeks ago while in Chicago, I visited the offices of the Institute to take up some matters with Mr. Lewis. During the conversation reference was made to the results of the survey of hog slaughter capacity of the packing industry made several months ago by the Department of Agriculture, and I explained the methods followed in tabulating and summarizing the reports made by packers. Since much of the information obtained seemed to be of equal interest to the industry as to the Department, I was asked to attend the meeting of the Institute and make a report on the findings of the survey. After getting administrative permission, I accepted this invitation.

Early in the year Secretary Wickard appointed a special hog marketing committee to consider various problems that might arise in connection with the marketing and slaughter of the anticipated record hog production this year. Among other questions was whether the available slaughter capacity of the packing industry was sufficient to handle a peak load of slaughter. When the June pig report confirmed earlier expectations of a record spring pig crop with indications as to its size, it was decided that a survey should be made in an effort to determine the ability of the



C. L. HARLAN

industry to handle the probable supply during the winter peak. The livestock section of the agricultural statistics division was requested to make this survey and, as head of the section, I had direct supervision of this survey project.

Questionnaires were sent to all of the packers operating under BAI inspection and a large list of other wholesale slaughterers, which included nearly all with a yearly kill in 1941 averaging 1,000 hogs a month.

Reports were received from practically all inspected packers. The combined yearly slaughter in 1941 of those not reporting was only about 150,000 head of hogs. The returns from non-inspected plants were much less complete and in general the reports from such establishments were not as well made out as were those from inspected plants.

## Studied by Classes

The schedules were carefully edited before being listed and when important questions seemed to have been answered incorrectly the matter was taken up by correspondence and the answers corrected or confirmed. The listings were made by the states and separated as between inspected and non-inspected plants. State, regional and United States totals were made for each class of packers.

The important items on the schedules were those showing maximum weekly capacity under various methods of operation, the weekly capacity that under prevailing conditions might be maintained for a period of weeks, factors tending to limit or prevent maximum operations and available supply of labor.

The problem before the committee was the determination as to whether the hog slaughter capacity of the packing industry is sufficient to handle the probable supply at the seasonal peak this coming winter. Since there is available information as to weekly and monthly volume of inspected slaughter by states and areas in the past years, it was decided that most of the study should be devoted to the inspected slaughter figures.

A simple tabulation of the reported maximum weekly capacity of inspected plants would not of itself answer the question as to whether that capacity was large enough; a forecast of the probable monthly supply of hogs for slaughter during the coming marketing year also was needed. All information on the volume and distribution of marketings of hogs by states is available in the records maintained by the division of agricultural statistics, together with information on inspected slaughter by states. Therefore, it was decided to include with the report a statement covering the probable supply of hogs by states by months, and the indicated inspected slaughter by months from this supply. Comparisons of probable supply with reported slaughter capacity would thus give a basis for judgment as to the adequacy of the slaughter capacity.

Obviously, forecasts of the supply of



## ADVERTISING ROUND TABLE

At least, it seems to be pretty serious business that Andy Duncan (right) of Leo Burnett, Inc., Chicago, is discussing with W. R. Kinnaird (center), American Meat Institute, and Ted Mendl, also of the Burnett advertising agency. The war has changed many advertising programs and Mr. Kinnaird was very much in demand at the convention this year.



hogs to be marketed and slaughtered this coming winter cannot be made with any degree of certainty and without doubt forecasts made by different persons and by different methods would differ. In order that the members of the committee might judge as to the reasonableness of the forecast made, the method followed was described in considerable detail. And since the North Central (Corn Belt) states produce most of the hogs slaughtered under federal inspection, and any problems related to slaughter capacity will develop in those states, most of the study was devoted to this region.

In the time at my disposal I cannot give the detailed explanation of how these state and regional estimates were made and I doubt if many of you would be interested in such an explanation. I can say that the estimated total inspected slaughter for the six months, October through March, arrived at as the summation of these state and regional estimates, is in fair agreement with other estimates made both inside and outside of the Department and the indicated peak monthly totals are also in reasonable agreement with other estimates.

### Can Maintain High Rate

The most important information on capacity given in the replies to the questionnaire was the weekly slaughter that, under prevailing conditions, could reasonably be expected to be maintained for a period of six to 10 weeks. This reported weekly capacity for inspected plants reporting totaled to 2,096,000 hogs. Of this total 1,555,000 capacity was at plants located in the 12 North Central states and the balance was in other areas, distributed as follows: North Atlantic, 176,000; South Atlantic, 116,000; South Central, 132,000; and Western, 118,000.

In order that these weekly capacities could be put in terms of monthly totals comparable with estimates of monthly inspected slaughter for the peak months of December and January of the present marketing year, they were multiplied by nine, which is the approximate number of weeks in those months. This gives a two months capacity for the United States of 18,863,000 and for the North Central States of 13,995,000. This capacity is well in excess of the estimated slaughter for the two months of December and January as shown in the report of 14,945,000 for the United States and 11,730,000 for the North Central states. It is also well in excess of the highest monthly estimates I have yet heard.

There are, however, certain areas in the North Central states where the slaughter capacity of the plants located in those areas is not large enough to handle the supply of hogs that they would get if the same proportion of the total hogs marketed from these areas went to these plants as in 1940-41 or 1941-42. These areas are the Dakotas, the Southern Minnesota-Northern Iowa and the Southern Iowa areas. There is, however, excess capacity in other adja-



### INSTITUTE PERSONNEL ON THE JOB

- 1.—Comparing notes are Vernon Schwaegerle (left), A. W. Gilliam, Washington representative (center), and Wesley Hardenbergh, president of the American Meat Institute.
- 2.—H. A. Armstrong listens attentively to Jacob Foster II, president of Foster Beef Co., Manchester, N. H.
- 3.—E. W. Files, the busy Institute man at the registration desk.
- 4.—A. D. White (left), director of public relations, Swift & Company, at the registration desk with Norman Draper of the Institute.
- 5.—Henry D. Tefft, Institute expert on packinghouse operations.
- 6.—Others from the Institute who contributed much to the convention program (l. to r.): J. C. Milton, Aled Davies and Homer Davison, vice president.
- 7.—An Institute group ready to dine (l. to r.): F. C. Vibrans, VeNona Swartz, Harry Osman and D. A. Greenwood.
- 8.—Roy Stone, American Meat Institute, busy with a card file at registration desk.
- 9.—Wesley Hardenbergh, president of the Institute, with his assistant, Miss Esther Evers, and G. M. Foster, vice president, John Morrell & Co.

cent areas to the East, South and West sufficient to take care of these hogs. "Excess capacity," as here used, means the number of hogs that could be slaughtered above the supply that would

be received if the receipts equalled the same percentage of marketings as in 1940-41 and 1941-42.

The foregoing comparisons were made of the estimated two months' in-

spected slaughter during December and January of the present marketing year and the nine weeks capacity of inspected plants. Available records of weekly slaughter for December and January show a wide variation in the weekly distribution in these months, usually with one or two weeks with a very high peak. Thus, while the total slaughter indicated for the two months as a whole is considerably below the indicated nine weeks' capacity, it is possible that for some weeks the supply might exceed capacity.

In order to show what these weekly peaks might be, the estimated slaughter for the four months, October through January, 1942-43, was distributed on the basis of the weekly distribution of inspected slaughter at 27 points in the corresponding four-month periods of 1939-40, and 1940-41 and 1941-42. These are the only years for which such weekly distribution is available. There were very marked differences in the distribution of the weekly slaughter in these three 4-month periods. A comparison of these indicated weekly totals with the reported weekly capacities shows that for the United States none of the weekly peaks would equal the reported capacity, but for the North Central states, weekly peaks based upon the distribution in 1940-41 would be larger than the reported capacity. To show these comparisons more concretely two charts have been prepared which will be explained in detail.

Chart No. 1 (page 86) shows the estimated total slaughter in 1942-43, for the four months, October, November, December and January, would be distributed on the basis of weekly distribution in three preceding crop years—1939-40, 1940-41, and 1941-42.

### Peaks at Different Times

You notice that if you take the distribution as it was in 1940-41, you get a very much different weekly distribution than it was in 1941-42. You get your peak about the first two weeks in December, and here the peak didn't come until after the middle of January.

But here is this figure up here—about 2,100,000 head is the reported capacity of inspected plants. That is all inspected plants—for one week. So you can see that even if the distribution was on the basis of 1940-41, the peak slaughter wouldn't come up to the weekly reported capacity of all inspected plants.

But the North Central states have a different picture. (Chart No. 2 page 86.) Here the reported weekly capacity of these plants is about 1,550,000 head a week, and if the total indicated slaughter of four plants in this area—assuming the plants in this area slaughter about the same proportion of the supply this year as they have in other recent years—if the supply was distributed as it was distributed in 1940-41, the capacity in this area would not be sufficient to handle the slaughter.

That is, while on a two-month basis, apparently there is sufficient capacity to handle this estimated supply, if it is reasonably well distributed over the pe-

## Time Out for Greetings Between Vital Meetings

1.—An interested conventioneer was John T. Agar, president, Agar Pkg. & Prov. Co., Chicago.

2.—Comparing notes are R. C. Theurer, general manager, Theurer-Norton Prov. Co., Cleveland, and Earl M. Gibbs, vice president, Earl C. Gibbs, Inc., Cleveland.

3.—"Just right," signals George Rector of Wilson & Co., famous chef.

4.—Information specialists R. D. Hebb, public relations dept., Swift & Company, and Major W. M. Gildersleeve, Chicago Quartermaster Depot, match convention views.

5.—Beatty Balentine, vice president, Balentine Pkg. Co., Greenville, S. C., George W. Beman, Chicago provision broker, E. A. Schenk, Schenk Prov. Co., Greensboro, N. C., and W. Louis Balentine, president, Balentine Pkg. Co.

6.—Getting down to figures are G. G. Mihill, sales manager, Luer Bros. Pkg. Co., Alton, Ill., David L. Saylor of Luer's, R. J. Eggert, American Meat Institute, and C. A. Luer, manager of the Luer Bros. plant.

7.—A Wilson & Co. foursome consisting of W. F. Etz, Allen Nash, Cedar Rapids plant, Frank Love and O. A. Day.

8.—Eastern packers included J. H. Keller, Jacob Dold Pkg. Corp., Buffalo, and B. S. Stearn, Boston representative of Hygrade Food Products Corp.

9.—Looks like a good story as Stewart Smith, Early & Moor, Inc., Boston, Stanley Meisser, president, Essem Pkg. Co., Lawrence, Mass., and Dr. R. F. Vermilya, Wilson & Co., get together.

10.—Two Longhorns and a Badger: J. J. Gleason, vice president, Superb Pkg. Co., Houston (left), L. E. Liebmann, president, Liebmann Bros. Co., Green Bay, Wis., and Pete Golas, president, Superb Pkg. Co., Houston.

11.—B. B. Balentine, vice president, Balentine Pkg. Co., Greenville, S. C., and F. J. Herman, president, Herman Sausage Factory, Tampa.

12.—Harry Batt, Philadelphia Boneless Beef Co., Herman Silver and J. Goldberg, Food Fair Stores, Inc., Philadelphia, discuss eastern trade conditions with Chester H. Bowman, National Provisioner Daily Market Service.

13.—This quintet from the Hoosier state consists of R. S. Scott, vice president, Home Pkg. Co., Terre Haute, Mrs. Loretta Eckrich-Fritz, purchasing agent, Peter Eckrich & Sons, Ft. Wayne, Miss Virginia McNamara, Peter Eckrich & Sons, William Lexier, supt., Home Pkg. Co., and W. H. Rockwood, sales manager.

14.—William Gearin, head cattle buyer in Chicago for Hygrade Food Products Corp., and Harold Brady, St. Joseph, Mo., livestock buyer.

15.—Time out for operating problems: T. A. D. Jones (left), chief engineer, Kingan & Co., Indianapolis, Ora Mason, plant superintendent, E. L. Johnson, chief

engineer, John Morrell & Co., Ottumwa, and V. R. Rupp, Kingan director of research.

16.—Ray Treinen, sales manager, E. Kahn's Sons Co., Cincinnati, and Byron G. Benson, advertising manager, Rath Packing Co., Waterloo, seem pleased with convention proceedings.

17.—A quartet from the St. Louis area: W. W. Naumer, president, DuQuoin Pkg. Co., DuQuoin, Ill., L. L. Duncan, supt., Krey Pkg. Co., St. Louis, Willibald Schaefer, Willibald Schaefer Co., St. Louis, and Frank Mulcahy, Krey hog buyer.

18.—Edgar Weil, beef sales manager, E. Kahn's Sons Co., Cincinnati, with Jack Ruddy, Dubuque (Ia.) Pkg. Co. lending an attentive ear.

19.—Dave Averch, sales manager, Capitol Pkg. Co., Denver, and E. V. Theobald, general manager, Hollywood plant, Abraham Bros., Memphis, get first-hand information from P. Zeleznik, Bronx Meat Co., New York City.

20.—Ben Grunstein, Ben Grunstein and Son, Hoboken, N. J., flanked by B. B. Loveland and F. W. Floyd, Oscar Mayer & Co., Madison.

21.—Hugo Slotkin, vice president, Hygrade Food Products Corp., and D. C. Bonnallie, general superintendent, Banfield Bros. Pkg. Co., Tulsa.

22.—W. O. Fraser, Agricultural Marketing Administration livestock expert (left), Ray E. Drenner, cattle buyer for Abraham Bros., Memphis, and B. B. Trotter, Hunter Pkg. Co., St. Louis, in a serious mood.

23.—Three friends from north of the border: E. S. Manning, Canadian Industrial and Development Council, H. Murray, Canada Packers Ltd., and W. R. Carroll, general superintendent of Canada Packers.

24.—T. W. Harrigan, Wilson & Co., Frank Davis of The National Provisioner and C. W. Becker, Wilson & Co., take time out from convention sessions.

25.—Three jovial veterans: Albert T. Rohe, long prominent in the packing field but now retired, E. S. Waterbury, formerly of Armour and Company, Omaha, and Louis Meyer, vice president, Stahl-Meyer, Inc., New York.

26.—Elmer Kneip, E. W. Kneip, Inc., L. N. Clausen, assistant gen. branch house manager, Armour and Company, M. Mannebach, wholesale meats, J. R. Herndon, Armour branch house sales, and G. J. Jordan of M. Mannebach Co., all from Chicago.

27.—Monroe Pfaelzer, Pfaelzer Bros., Chicago, Arthur Davis, E. Davis & Co., and Ellard Pfaelzer of Pfaelzer Bros. were on hand to greet old friends.

28.—Bartlow Packing Co., Rushville, Ill., was represented by William Bartlow (left), his father, Howard Bartlow, president, and Dale Davis (right), general manager, who are visiting with James A. Lawson of the War Production Board.

riod, if we get a distribution anything like this, with a big peak coming at any time during the period, it might carry the supply above capacity in the North

Central states to handle the hogs.

Similar comparisons could not be made for non-inspected wholesale slaughter capacity. The exact number

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# INSPECTED KILL IN 1940-41 AND 1941-42 AND PROSPECTIVE SLAUGHTER IN WINTER OF 1942-43

(Thousands of head.)

	Inspected Slaughter								Prospective Inspected Plants <sup>1</sup>								Capacity Inspected Plants <sup>2</sup>	
	1940-41				1941-42				1942-43				1942-43		Week 9	Week 1		
	Oct.	Nov.	Dec.	Jan.	Oct.	Nov.	Dec.	Jan.	Oct.	Nov.	Dec.	Jan.	Dec.	Jan.	Dec.	Jan.		
E. N. Central.....	1415	1623	1750	1267	1304	1327	1569	1512	1586	1699	1853	1738	3591	5143	571	571		
W. N. Central.....	2019	2695	2946	2039	1935	2298	3024	3064	2554	3196	4081	4058	90	3852	268	268		
North Central.....	3434	4318	4696	3306	3240	3625	4593	4566	4140	4895	5934	5796	11730	13995	1835	1835		
North Atlantic.....	464	474	527	400	432	497	456	446	530	532	614	606	1220	1580	175	175		
South Atlantic.....	187	228	308	328	168	189	264	307	202	252	336	371	707	1040	116	116		
South Central.....	185	174	239	247	147	146	207	252	228	212	294	341	635	1165	132	132		
Western.....	200	225	293	235	171	193	246	258	228	261	342	311	653	1069	118	118		
U. S. TOTAL.....	4483	5419	6063	4517	4157	4561	5767	5831	5328	6152	7520	7425	14935	18863	2906	2906		

<sup>1</sup>Assumes that the same percentage of hogs marketed in 1942-43 will be slaughtered under federal inspection as in 1940-41 and 1941-42.

of such plants is not known and there was no way of determining what proportion of the total capacity of such plants was represented by the plants from which reports were received. However, a comparison of reported weekly capacity shown by reporting plants with the reported largest weekly slaughter in the last five years for these same plants showed that the capacity exceeded the largest weekly slaughter by a much larger margin than was shown by inspected plants. The non-inspected plants showed a capacity 80 per cent larger than the largest weekly slaughter, while the inspected plants showed capacity only 15 per cent larger. This would indicate a relatively much larger surplus capacity in non-inspected plants than is shown for the inspected.

## Production Bottlenecks

This covers the most important information as to capacity shown by the survey. Other items of information considered of value in appraising the situation were obtained. One of these relates to factors that would tend to hold down capacity operations. Each plant was asked to list three of these in order of importance. According to these reports, lack of chilling facilities was much the most important factor. For all inspected plants, 94 with a weekly capacity of 962,000 hogs reported it as first, 18 plants with 172,000 capacity reported it



## OFFICIAL INFORMATION

Getting first hand information from First Lieutenant M. A. Diner of the Chicago Quartermaster Corps is Arthur Davis, president of Ed. Davis, Inc., New York, supply organization.

second, and five plants with 7,000 capacity, reported it third. Other physical facilities, the lack of which were specifically reported, were rendering and storage and a number of plants gave "lack of equipment" without specifying the kind.

Next to chilling facilities the most

important factor tending to limit capacity operations was labor supply. Of the inspected plants 34 with a capacity of 347,000 hogs weekly reported it first, 20 with 160,000 capacity second, and 14 with 78,000 capacity third.

The question arises as to whether there have been any developments since this survey was made three months ago that might change the conclusions drawn from the survey that hog slaughter capacity was sufficient to take care of the peak supply of hogs this coming winter provided this supply was fairly evenly distributed by weeks during the peak months. Obviously there can have been little decrease in the physical facilities except when plants may have ceased operations or where facilities were destroyed or damaged by fire or other causes.

However, there may have been a considerable change for the worse in the labor situation which might make it impossible for many plants to attain or maintain the weekly slaughter that they reported three months ago as "reasonably expected" under conditions prevailing at that time. It is generally known that the labor situation in many industries, both those considered as "essential" as well as the so-called "non-essential" has become and is expected to grow progressively more difficult.

It is hardly to be expected that the packing industry has not felt the effects

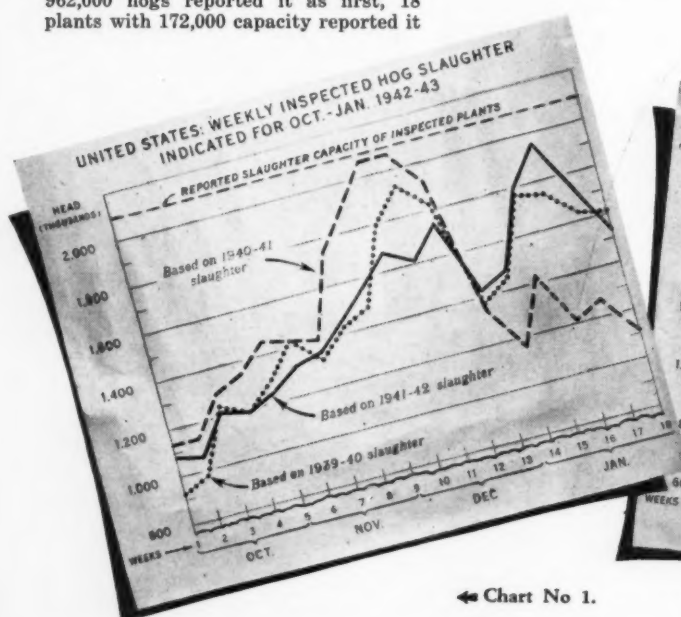


Chart No. 1.

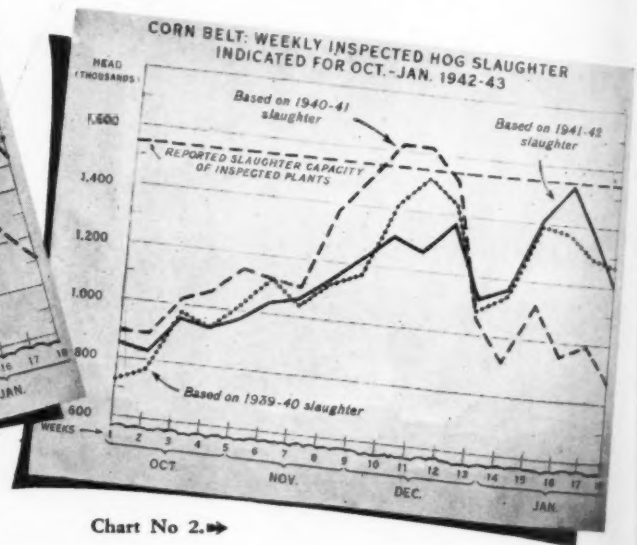


Chart No. 2.



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of this growing shortage of labor. If it has become sufficiently serious to threaten to curtail materially the ability of the industry to slaughter hogs up to the limit of their physical facilities, and thus reduce the slaughter capacity much below what was reported when the survey was made, the sooner this situation is determined and steps taken to remedy it the better. Otherwise the industry may find itself faced with a supply of hogs that it cannot handle and some form of governmental control over the marketing of hogs will be necessary.

I may say that in the last week or two, I have talked to several packers about what the situation was with their own plants, and so far as I could find, it looks as though the situation is probably quite a bit more difficult as far as labor is concerned than it was three months ago, and they seem to think that it is probably getting worse.

In this connection you may be interested to learn what the survey showed as to the reported supply of skilled labor available three months ago and the attitude of the industry toward asking selective service deferment for skilled labor. Of the inspected plants replying to the question on available supply of skilled labor 140 stated that it was sufficient for one shift operations, nine that it was sufficient for two shifts, and 22 that it was sufficient for two shifts, seven days a week. The replies of non-inspected plants were respectively 125, one and two.

Of the inspected plants 49 stated that they had asked for deferment of skilled labor and 125 that they had not. Of the 49 requests, 31 had been given favorable consideration, 15 unfavorable and no action had been taken in three. Of the non-inspected plants 33 had requested deferment and 123 had not.

**CHAIRMAN VOGT:** Are there any questions? I think Mr. Harlan stressed quite an important point in speaking of the capacity of the packing industry when it gets crowded. There is danger in over-kill when you are running at capacity. In the labor end of it, we have depended a great deal on deferment. If we can get our key men deferred, I am sure there will be little trouble.

The industry has just completed what may well prove to be the most trying year in its history. We have been fortunate during this period that the staff of the Institute has been under the direction of a man whose calm, considered judgment has helped to find a course in the maze of problems which has confronted us. At no time in the past has it been so important that a man of integrity and ability head the staff of our trade association. We have that man as our next speaker.

Most of us know him as "Doc." He is with us this morning to review some of the problems of this industry. It is with great personal pleasure that I introduce to you our next speaker, Wesley Hardenbergh, president of the Institute, whose subject is, "Looking Ahead with the Industry."

## Adaptability is Big Asset Today; Plan Now for Post-War

**WESLEY HARDENBERGH:** Mr. Chairman, I think I had better disclaim any excessive ability here.



W. Hardenbergh

What the Institute does is due to the very fine counsel and help and support we get from the committees, the leadership they give us and from the very able men and women on the staff.

I do want to claim a little bit of an accomplishment today, however, in getting your chairman to appear before you. We have

tried for a good many years to get him to preside at these sessions, and only this year have we been successful.

We have a telegram here from Mayor Kelly of Chicago which was sent to us at the dinner last night, but it didn't arrive until after the dinner. I should like to read it to you now. He says:

*"This evening, upon the occasion of your annual dinner, I should like to extend to the assembled members of the American Meat Institute my hearty greetings, and to let them know how much Chicago and Chicagoans appreciate their fine generosity and cooperation in making possible the operation of our service men's centers. I can assure you of my genuine gratitude. Your contributions have provided nourishment and pleasure for thousands upon thousands of our young men in uniform, over 90,000 of whom availed themselves of the centers' wholesome facilities for the week ending September 30. The service men's centers, and their canteens, are great morale builders, and we all will agree as to the importance of morale in the successful prosecution of this war for the preservation of the American way of life. I would greatly appreciate it if you would extend my cordial best wishes to your membership."*

*Edward J. Kelly, Mayor."*

I might say that the service men's centers which he refers to are entertainment and recreation centers provided by the citizens of Chicago for the soldiers and sailors who are here in the city and who come here. They are provided with free entertainment and refreshment, including a goodly portion of the products of this industry, which are contributed by the members of the industry in Chicago.

There have been many inquiries about convention attendance this year. I am glad to be able to report that up until three o'clock Sunday, 2,336 persons had registered. This is somewhat more than

we had last year, when we had a total of about 2,200. We find in the registration a much larger percentage of regular members than were in attendance last year.

I am also glad to be able to report that our present membership is the greatest in our history. It now totals more than 500. Of these, more than 400 are meat packers and sausage manufacturers. The rest are associate members—that is equipment and supply manufacturers, meat canners, brokers, and so forth. Fifty-eight companies have been admitted to membership since the last convention. Forty-four of these are packers, and six are sausage manufacturers. The rest are associate members of various kinds and brokers.

There have been some resignations during the year, but most of them, I am happy to report, have been for other reasons than dissatisfaction with the Institute. Of 20 packers who resigned or were dropped during the year, 12 did so because of going out of business or because of their purchase by another member company; two were dropped for financial reasons.

I want to say a word also on behalf of the helpful and cooperative attitude of many officials and representatives of the government with whom we have had contact, notably in the Department of Agriculture, the War Production Board, the Army and Navy, the Office of Price Administration, and other branches of our government. We especially appreciate the participation of so many representatives of the government in our convention program, and feel they have made a very worthwhile contribution to us and to the industry.

I would like to tell you some things about the industry's contribution to the war effort. You heard Secretary Wickard touch on it last night. An amazing job has been accomplished, but for lack of time I don't think I shall go into it here.

## Getting Our Bearings

Now, to get down to the title of my talk, you will recognize there is nothing very original about the title. It has been used before, but it seems to me to be especially timely this year. However, before we look ahead, I think it would be well if we became oriented; if we got our bearings; if we examined a little bit into what has been happening to us, and perhaps analyzed the situation to see whether there is anything in what has happened to us that we should take into account in looking into the future.

We all know that in the last year, particularly in the last month, American industry, in fact all America, has had to face problems that it never faced before. Not only our own industry, but other industries, individuals, and institutions, have been affected drastically by the very abrupt change from a free to a controlled economy. This revolutionary change arising from the effort to control inflation, with other changes arising from the war, has had a pro-

found influence on our national life. Many of the luxuries that we came to look upon as necessities have disappeared, and many of the necessities themselves have become scarce.

Great and significant changes, social as well as economic, continue in the making. Virtually overnight, our own industry was changed from one in which goods were sold on the basis of extreme fluidity in price, to one in which prices could not go beyond a certain point. At the same time, an intensified demand from consumers, together with unprecedented demand from the government, combined to play havoc with our industry. We know that as a result wholesale and retail ceilings have been out of line with the prices of livestock. We know, too, that many packers have found, or believe, that they were competitively crippled, and that many have suffered distressing losses.

### Doing a Big Job

Now it is easy to criticize what has been done, and individually I think there is a good deal to criticize. But I think we also should bear in mind the magnitude of the job to be done and the great number of difficulties involved in doing it. After all, we have become engaged in a world-wide war with two formidable opponents whose defeat will require far more on the part of many of us than merely buying War Bonds. Just what and how much will be required, one can only surmise. But whatever it is, I feel sure that the cost will be great.

It has seemed somewhat unfortunate to the staff of the Institute that in times like these, some of the principal federal agencies have not been willing generally to deal with industries as a whole through their associations. This statement is not intended critically. We recognize the legal considerations involved, and wish ourselves to avoid any possibility of legal involvement. But in many cases, associations could contribute something if permitted to do so.

It is our policy to try to be helpful to the federal agencies wherever possible, and to the fullest extent possible. We are glad that the rationing division of the OPA discussed the limitation order with a representative group of the industry. Some of the price section representatives also have discussed very freely before our convention here important sections of the impending pork order and the other orders. We think these steps are in the right direction, and we believe, too, that discussion of such important matters with the industry on a very representative basis is mutually beneficial. Our industry wishes to cooperate in every way possible.

We concur, too, in the view expressed last night by the Secretary of Agriculture that any regulations affecting the meat industry should be practical and sound before they are promulgated by the government.

I think it is true that our industry as a whole has adjusted itself very slowly to the new economic condition. Indeed, it is probable that the industry has not yet adjusted itself.

This industry, geared to years of selling on the traditional basis of the law of supply and demand, has found it difficult to adjust itself to the fact that the advancing price which it used to depend on to check the demand in periods when the demand was strong, relative to the supply, is a thing of the past.

### Demand Strongest Ever

It is a new phenomenon we face, and, as an industry, we seem unable to cope with it. Here we have probably the strongest demand in history, which normally would raise prices to the level where the increased price would restrain the buying public's enthusiasm to the point where some who would like to buy would no longer be in a position to do so.

We apparently have not been able to get used to the fact that, regardless of

the tremendous demand, product prices have ceiling limits.

The future, however, should be better—must be better.

There seems to be a lack of information about the exact effect of the new anti-inflation law. For example, those of you who were at the dinner last night heard Secretary Wickard say that he wished he knew whether there would be ceilings on livestock.

As I read the bill however, it seems to me at least debatable that it authorizes and directs the President on or before November 1 to place ceilings on livestock, along with other steps stabilizing prices, wages and salaries.

### Fair Margin Guaranteed

As Mr. Schmidt announced yesterday, the law also contains an amendment which provides:

"That in the fixing of maximum prices on products resulting from the processing of agricultural commodities, including live stock, a generally fair and equitable margin shall be allowed for such processing."

There seemed to be unanimous feeling within the industry that some protection for the industry properly should appear in the law. Many members from all sections of the country made known their views on this subject to the men who represent them in the House and the Senate. Just a few hours ago Max Matthes of the Wilmington Provision Co., a long-time Institute member, told me of the vigorous efforts he had made to present the need for this protection to his Senators. A great many other Institute members did likewise.

Incidentally even before the bill was introduced in either House, the Institute already had suggested the absolute necessity of a safeguard in the legislation to permit this industry to exist. Let us hope that the passage of this law marks the beginning of the end of our ceiling troubles.

There were some who felt, some who still feel, that the Institute, in some way, should have solved the industry's ceiling problems and restored the entire industry to profitable operation.

I am sorry that we couldn't accomplish that outcome. It wasn't because we didn't try, or because we didn't want to, and we believe we have made a good many helpful contributions.

### An Impossible Task

However, looking at the situation now in short retrospect, I think it is plain that even if the Institute had had all the power and all the authority of OPA, which, of course, it does not have, it could not have done the job. I think the same thing is true of any group, within the industry or out.

For as Mr. Waller pointed out in his remarks last Friday, price-fixing is something new in this country. We all are novices at it. And I would be rash, indeed, if I were to claim that, if the Institute had been the OPA, the trouble wouldn't have happened.



A SWIFT FOURSOME AT CONVENTION

Taking in the many interesting points of the convention from Swift & Company were R. W. Regensburger with his boss, A. F. Hunt, vice president; C. W. Sloan, master mechanic, and R. L. Ingram, division superintendent of pork operations.

Putting a ceiling on meat prices seems simple enough at first glance—much more simple than it has proved to be. There is a difference between the way things work under normal competitive conditions and the way they can work under a ceiling.

Our recent experience has demonstrated that things which would be taken care of by the working of the laws of supply and demand under normal conditions could not be taken care of when products were at or near their ceilings, and attempts at adjustment frequently would create new problems that had occurred to no one.

### Cure One—Hurt Another

Something that might cure this trouble would create a hardship somewhere else. Then, if you attempted to solve that, some new trouble resulted over here. It was like the Hydra. Cut off one head and two others would grow immediately in its place. But, as I indicated previously, I do not think, until we as a nation learn a lot more about price control than we know now, that we can control prices without hurting some people, and probably not without hurting a lot of people.

Until both the OPA and the industry have had sufficient experience, I believe we can expect some imperfections and flaws and trouble.

Mistakes undoubtedly have been made—and made on both sides—but improvement must and will occur. I think that the legislation I referred to a moment ago compels it. We hope, in fact, we urge that in fairness to our suffering industry the necessary adjustments be made as promptly as possible.

It would be presumptuous of me to say that there's a lesson in the situation to which I have just referred. The fact is that everyone in the industry is smarting from his experience. However, I do want to mention this particular point:

It is obvious from what has happened since the war began that conditions have changed. It is a safe assumption, I think, that those changed conditions will be with us for some time to come; not only during the war but for some indefinite time afterward. Perhaps they will never change back.

This applies not only to price ceilings, but also to rationing, whether on the basis of the limitation order just issued or on coupon rationing to consumers; and also to other wartime developments.

They will get hurt least who do the best job of adapting themselves to the changed circumstances we face.

This brings me to the next phase of my talk—the present. Let us look at the present for a minute. What are the conditions we face now? What are our present problems?

The ceiling problem is still with us, of course. However, with uniform ceilings just around the corner and with the OPA charged by the anti-inflation bill just passed to establish reasonable and fair margins on processed agricul-



### PACKER PALAVER

1.—Jacob Zueher (left), Jacob Zueher, Inc., Brooklyn, and Jack Ruddy, buyer for Dubuque Pkg. Co., Dubuque, Ia., in animated discussion.

2.—All business were Ed Clair, president, Republic Food Products, Chicago, and Frank Hoy, Hoy Food Products, Milwaukee, one of the industry's ace golfers.

3.—Two well known figures in the industry are James L. Olson (left), vice president, Geo. A. Hormel & Co., and Arthur Dacey, Wilson & Co.

4.—Early arrivals for the convention were John E. Groneck, provision manager, Krey Pkg. Co., St. Louis, and H. B. Huntington, president, Scioto Prov. Co., Newark, O.

tural commodities, we can look for our ceiling problems to be improved considerably, subject, of course, to the overall view that there hasn't been sufficient experience with price fixing to get all the bugs out of it. This statement is subject also to the belief that any margin established by the OPA may not be especially comfortable. This belief is based on the impression that the OPA officials seem to think chiefly of the consumer, and that therefore they are not likely to establish margins on the basis of the needs of less efficient units in the industry, fearing that if they do so the more efficient operators will reap huge profits. Apparently they forget that this industry never makes large

profits, and that if we do taxes will take the most of them.

Well, what else have we with us of a problematic nature?

To name one, there's the question of labor replacement and training. This was touched on very interestingly in the meeting of the operating section last Friday, and covered in detail yesterday by General Hershey in his highly interesting address.

Have you made a survey of your manpower situation and made plans based on what it shows? This is a current problem that demands immediate attention, if you have not already been doing something about it. Call on the Institute if you want help. Our committees and our staff may be able to help you.

Now is a good time to effect economies. Are you giving this subject proper consideration?

One company has advised me that in an effort to offset the unsatisfactory relationship between hog prices and ham values it has discontinued wrapping hams in parchment paper. This company puts the hams out wrapped only in kraft paper for protection. That was a rather drastic step. But the company felt it needed to do it as one step toward staying in business. The fact that the saving made is relatively small in comparison with the disparity in price emphasizes the necessity of surveying all possibilities for savings, no matter how minute.

Have you surveyed your operations to see what steps you could take to reduce losses and improve results?

### Have You Studied Deliveries?

Then, what about saving rubber? Have you gone over your salesmen's routes and studied your delivery set-up to see what you could save in the way of tire mileage beyond the ODT requirements? Have you made a systematic study of your accounts to see which you could most profitably give up?

If so, you undoubtedly have found other savings, too—you have found you saved not only rubber but money by cutting out a good many unprofitable accounts and cutting down on deliveries. If you haven't done this, hadn't you better go about it at once? And if you do want to go into it, we believe you'll find that the Institute, its committees and its staff, can help. Call on us.

The same is true of steps to adjust your operations to the limitation order, if you haven't already done so. This order vitally affects everyone in the industry. Have you decided how to handle your business on the reduced basis? If not, hadn't you better make your plans at once? Many important decisions are involved. The subject requires careful study.

And how about war emergencies, such as the possibility of bombings? Have you made plans to cope with them? Here again the Institute can help.

Are you ready to do your part to



handle the record-breaking supplies of livestock coming to market this winter? Are your plant and equipment in shape? Have you explored every possibility for utilizing the maximum capacity of your plant? Are your rendering facilities in shape to handle the product from a lot of heavy hogs next winter? Are your storage facilities adequate? If not, have you arranged for outside storage space? Mr. Harlan, in his able presentation a few moments ago, indicated the probable seriousness of the cutting, rendering and storage problem this winter. Have you arranged your financing?

The Institute can't help you on those last items but it can on some of the others.

And what are you doing to solve some of the packaging problems you face now or in the very immediate future, such as substitution of non-metal containers in the packaging of lard?

And your retailer customers? Have you thought about them? And about the meat cuts you'll be able to supply them this winter? We are going to have a lot more of some cuts this winter than we've ever had before, and the supply of some other cuts is going to be rather short.

Have you prepared your dealers to handle their share of the 12,000,000 more pork livers next year? Their share of 24,000,000 additional spareribs we'll have next year? Their share of the 48,000,000 additional pigsfeet that will be on the market? Their share of the tremendous additional quantity of bacon and of pork tenderloin which will be available? These are all items that will be available this winter in relative abundance. If not, better get busy. The year ahead won't be normal.

How about your wartime costs? They're increasing on every hand. Are you watching them and using the information you get to improve matters? If not, better get in touch with the Institute. We think we can help.

These are only a few of the problems facing us right now or in the immediate future. There are many others. There also are some long-range problems to consider, which brings me to the third and final section of this talk.

### A Look Into Future

Obviously, one of the most urgent problems facing many companies in the industry is how to stay in business through the war. They know that their volume of domestic business probably will be reduced for the duration. In many cases, their capital has been cramped, or even impaired, as a result of the experience of the last six months. The future, they feel, looks none too hopeful.

It is easy to stand here and offer advice, to suggest, perhaps, that companies finding themselves in that position survey their operations carefully, concentrate their business in the most efficient way possible, lay off employees who are not needed to handle the reduced volume, and take other steps to achieve the maximum of economical op-

eration. Steps to improve efficiency always are desirable, of course, and should be taken.

Is there anything else that can be done in addition? I'll have to answer my own question by saying "I don't know," but what is in the back of my mind is this: At a convention of supermarket operators a few days ago there was quite a bit of discussion about what to do to replace food business that would be lost because of shortages, etc.

### Taking on New Lines

One successful operator stated that his organization, which has a number of large stores, had been successful in adding such items as mending tape, dyes, and other notions as a means of offsetting losses in other lines and was establishing a notion department and also now was handling a rather extensive line of glassware for cooking, and recently had added dairy products.

Another very successful food-market operator told me that he recently, more or less as a trial, put in a carload or so of folding chairs. They sold, he said, like hot cakes.

That man, gentlemen, has no doubt whatever about his ability to stay in business and get along if his food volume shrinks. He is definitely prepared to add other lines.

Is there an idea here for meat packing companies? I do not know the answer. I do believe the possibility merits consideration.

Looking ahead still further, what about new meat products? I know that many of you are so concerned about maintaining your existence that you would be willing to get along with the products we have now.

So would we all, but progress isn't checked so easily. War always brings many changes. We have seen them come out of other wars and we can expect them this time.

Already important developments are visible in the food industry. One of them is dehydration. Whether dehydrated meat will become successful commercially is a guess. Opinions among packers differ. I lean to the view that it will come into commercial use after the war. I've been wrong before and easily can be wrong again.

However, the subject deserves your careful consideration, as do other wartime developments, including war lard, war hams and bacon, and canned meats, especially some of the new products.

Attention also probably should be given to the subject of self-service buying of meats at retail. With shortages of labor impending, there are indications that this may have a greater future than past experience has indicated probable. If it does develop during the war (or after the war, for that matter), you probably will want to be prepared for it and ready to fit in with it.

Then there's the subject of fats and oils. The tremendous increase which has been brought about in the production of soybeans and peanuts undoubt-

### "Mr. and Mrs. Is the Name"

1.—This happy pair is Mr. and Mrs. Joe E. Neuhooff. He is secretary-treasurer of Neuhooff Bros. Packers, Inc., Dallas.

2.—Louis A. Spetnagle, Cronkhite-Bosanko Supply Co., Denver, and Mrs. Spetnagle.

3.—Walter Best, Best & Donovan, Chicago, and Mrs. Best.

4.—Mr. and Mrs. John J. Tierney. Mr. Tierney is in the raw material sales division of Armour and Company, Chicago.

5.—Lyman U. Faulkner, Chicago manager, Rath Pkg. Co., and Mrs. Faulkner.

6.—Martin Suess, supt., Forsyth Pkg. Co., Maryville, Mo., was accompanied by his wife.

7.—This smiling Southern pair is Mr. and Mrs. R. E. Vissman. He is president of C. F. Vissman & Co., Louisville.

8.—Arthur Lavin, treasurer, Sugardale Prov. Co., Canton, O., brought Mrs. Lavin along.

9.—Mr. and Mrs. R. E. Pirie and Mr. and Mrs. K. J. Maxwell. Mr. Pirie is secretary-treasurer, Carstens Pkg. Co., Tacoma, Wash., and Mr. Maxwell is manager of the Spokane plant.

10.—Four Roses: On the left are Mr. and Mrs. Wm. A. Rose, and on the right, Mr. and Mrs. Gregg V. Rose. The men are from Rose Pkg. Co., Chicago.

11.—Earl M. Gibbs, vice president, Earl C. Gibbs, Inc., Cleveland, and Mrs. Gibbs.

12.—Mr. and Mrs. Wm. L. Lavin. Mr. Lavin is secretary of Sugardale Prov. Co.

13.—Max Trunz, president of Trunz, Inc., Brooklyn, N. Y., and Mrs. Trunz.

14.—Harry L. Sparks, St. Louis buyer, accompanied by Mrs. Sparks.

15.—This buoyant young couple is Mr. and Mrs. H. W. Robinson. He is a sausage maker with A. F. Schwahn & Son.

16.—On the left, James Driscoll, president, Colorado Pkg. Co., Inc., Colorado Springs, and Mrs. Driscoll. At right, Mr. and Mrs. J. R. Britt. He is branch manager of Capitol Pkg. Co. at Colorado Springs.

17.—Mr. and Mrs. Ernst Reinhold. He is with Cher-Mak Sausage Co., Manitowoc.

18.—Mr. and Mrs. Wm. F. Price. Mr. Price, an industry veteran, was formerly special adviser on meats for the OPM.

19.—J. C. Mellon of the French Oil Mill Machinery Co., Piqua, O., and Mrs. Mellon.

20.—Mr. and Mrs. O. B. Joseph. Mr. Joseph is president of James Henry Pkg. Co., Seattle, Wash.

21.—Enjoying their first convention are Mr. and Mrs. Herbert Jung. He is sausage foreman for Weimer Pkg. Co., Wheeling, W. Va.

22.—James Barr, jr., buyer for Armour and Company, and Mrs. Barr.

23.—A. E. Weil and Mrs. Weil. He is with S. Oppenheimer & Co.

24.—An American Meat Institute couple—Mr. and Mrs. George M. Lewis.

25.—Wm. Greenhouse and his smiling wife. He is president of Renee Pkg. Co., Syracuse, N. Y.

26.—Fred T. Flynn, general manager, Ham Boiler Corp., Port Chester, N. Y., and Mrs. Flynn.



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edly means more competition for lard after the war. It also means more soybean oil meal to compete with animal feeds. We must continue our efforts to improve our own products in these fields; to develop their merits, and to establish broader markets for them.

And then, finally, what kind of a meat business should we look forward to after the war? Granting we had the power to plan it the way we wanted it to be, how would we want it to be?

It seems to me that every member of the meat industry, every packer, every producer of livestock, every retailer of meat, everyone sincerely interested in the welfare of our country and of our citizenry, would want it to be an expanding industry, an industry that, through its beneficent contribution of good nutrition to the consumer and of soil fertility to the farmer, would command an outstanding place in the galaxy of essential industries.

### Future Position of Industry

To some degree at least we have it within our power to determine whether this industry will attain that high rank or whether it will be outstripped by other industries, including some, perhaps, of less intrinsic merit.

The best way, it seems to me, to assure ourselves that high place in the sun is to continue to keep consumers aware of the merits of our product—merits that are extraordinary but which do not always advertise themselves.

Most of our industry is going to survive the war. It is needed and must be kept here and will be. But after the war, what then?

The answer is, the industry will be essential—and profitable—largely to the extent that we establish firmly in the minds of consumers the merits of our product.

There are some who believe that meat-eating is largely a matter of money; that if consumers have money they'll buy meat. Our experience in the prosperous twenties did not bear out this theory. On the contrary, it showed that consumers were influenced by the aggressive advertising and merchandising of other foods. To keep our product used in growing volume, we must convince consumers that it has merits; that there are other important reasons for using than the very powerful reason that it tastes so good. The very feeling some people have that meat is expensive probably is only a reflection of our failure in past decades to tell the true

story of the real economy of meat.

The job to be done is a job of education. And education can't be accomplished overnight. It must be kept going and persisted in and followed up. Necessary in times of peace, it is doubly essential in times of war, because war and its dislocations and stresses so often give rise to the development of new habits and the discarding of old habits.

America must be kept meat-minded.

**CHAIRMAN VOGT:** I think Mr. Hardenbergh's speech is the most thought-compelling talk that we have listened to in a long time. He asked a lot of questions that I believe every man in the room ought to stop and think over, especially since the future is at stake. Moreover, I think we ought to read this speech as it is printed in THE NATIONAL PROVISIONER, because I don't think that we will be able to remember all the many avenues which Mr. Hardenbergh covered.

Two years ago in this room we heard our first report on the industry's meat educational program. For two years the industry has kept the educational information about our product before the American public. It has told consumers, as well as doctors, nurses, nutritionists, and others that meat is one of the most digestible of all foods; that it is a leading source of vitamins; that there are a variety of ways in which it can be served; that there is a cut of meat to fit every pocketbook; that it is an important item of the reducing diet; and many other facts which are considered of importance to the average consumer and, therefore, to us.

The advertising committees of the Institute have given generously of their time to the development of this program. One of the men who has been most active in seeing the educational program through in every detail is the chairman of our advertising policy committee, G. F. Swift. Mr. Swift and Walter Seiler, who is a member of the advertising planning committee, are here this morning to tell us of new plans which are being developed for keeping America meat-minded.

### NATURAL CASINGS EXHIBIT

Two views of the colorful display of sausage in natural casings, which was again one of the most attractive and well attended of the convention exhibits. Shown in the photo at right are J. F. Goluboff, chef, and H. H. Graef, sales manager, Fuhrman and Forster, Co., Chicago.

## Meat Campaign Can Prevent Popularity Slipback After War

**G. F. SWIFT:** I wish to bring to your attention again the splendid work that your planning committee has

been doing. This committee is headed by R. A. Rath, chairman, and Don Smith, vice-chairman. This committee has been organized into efficient sub-committees, and their work has been so outstanding that there has never been an associated advertising campaign to approach ours. I believe this will be



G. F. SWIFT

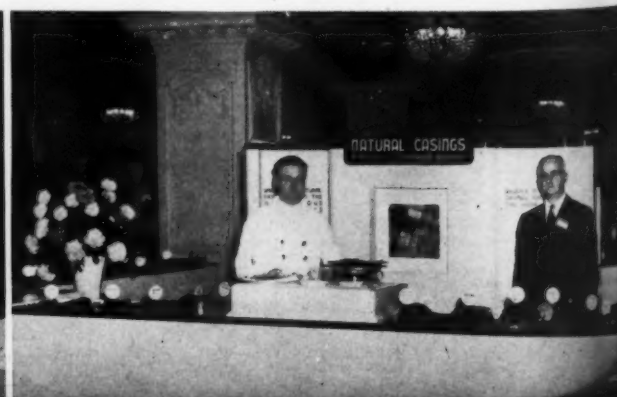
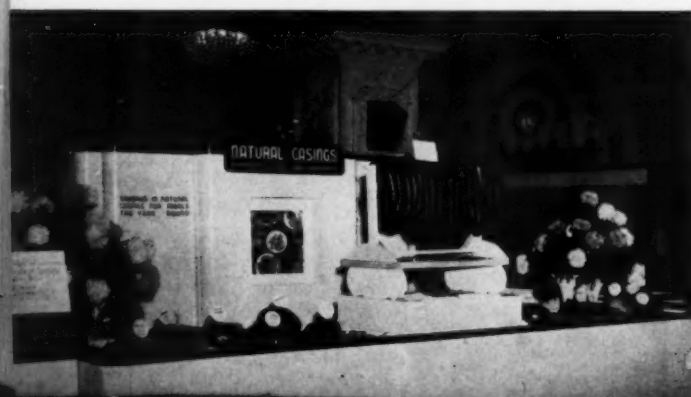
further demonstrated in the presentation this morning of our plans for the following year.

Our campaign is so outstanding, that I must keep bringing the splendid work of that committee to your attention, so that you will appreciate it as much as I do. I am not going into details of our future plans, as I believe the presentation will give you a much better picture than I can do.

As to the extent of our program, the expenditures are within our budget for the past year. The amount to be spent next year, giving consideration to the state of the industry, will be very carefully considered by your policy committee, which you understand, is the board of directors, and you will be advised of their views before you are asked to sign up.

Walter Seiler of Karl Seiler & Sons, Philadelphia, will present to you our plans for the coming year. He is a resourceful, energetic member of our planning committee. He is also chairman of the sub-committee on education in schools. And I wish especially to thank him for the task he is doing for us this morning.

What he will tell you will represent the combined thinking of your planning committee in both principle and detail, and, insofar as we can determine, it is in complete accord with the war-time interest, not only of the meat industry, but of the government's objectives.



I now take great pleasure in turning the meeting over to Walter Seiler.

**WALTER SEILER:** Your speaker has been asked to present to you this morning the thinking of your planning committee. We sincerely desire to place as much light in that presentation as possible, and, by way of paradox this morning, I am going to ask that these lights be put out, and that light in that way, may be put on this subject.



**WALTER SEILER**

*Sound pictures were presented. It is true, my friends, that the voice of the screen asks us, "Do we remember; do we remember?" Perhaps it would be more appropriate to say, can we ever forget what those meatless days, those "black Tuesdays" of 1918 meant to this industry? We have but to look on this chart of per capita food consumption in this country, over the period. In the first panel we see the course that our industry took—a direct reflection of the "black meatless Tuesdays," of World War I.*

### Competitors Saw Their Chance

What did our competitors do in that situation? They did what any good business people would do; they capitalized on our misfortune. Take for instance the dairy people. See where their per capita consumption in the second panel rose from World War I to World War II. Pass over to vegetables, and see the progress made by that industry. Then look at the panel on fruits, citrus and aciduous fruits, and see how well they progressed under the impetus of the remembrance of meatless days in the public's mind.

When we speak of meats in that first panel we include meats in all forms; the red meats and the sausage items. As a matter of fact, sausage volume in that period fell to an all-time low in 1934-35.

We, in the industry, knew that the situation was bad and knew that it needed remedying. Two years ago, as Mr. Vogt has said, in this very room you men had the courage and the foresight to find out scientifically, what was wrong with our industry. You engaged Elmo Roper to make a scientific research study throughout this country to find out: First, what the consumer thought about meat; second, what the retailer, the man through whom you sell your products, thought about you and your industry; and third, what the dieticians, the home economists, and the physicians of this country thought about your products.

Now, what were the results of Mr. Roper's investigation? He found these very startling and informative facts:

85 per cent of the housewives interviewed didn't know over 12 cuts or kinds of meat. They all thought that meat was hard to digest. They only served it 1½ times a day. We had been pushed off the table of the American household 1½ times a day. They invariably said that it causes high blood pressure, kidney disease, and heart trouble. They thought that it was a less desirable food. They named many other foods as more desirable, from a nutrition and health viewpoint.

### Retailer Opinions Surveyed

What did the retailer think about this industry? The retailer said that the packing industry had let him down. We suffered by comparison with such industries as the dairy people and the fresh fruit and vegetable people, who had national advertising campaigns and merchandising schemes and plans to help the retailer move a greater volume of their product at a greater turnover. And in that comparison, this industry suffered, and the retailer believed that you had let him down.

What did Mr. Roper find out about the home economists and the physicians? He found this: That they were not completely informed as to the healthful qualities and nutritional merits of meat and meat products. This was not because scientific research and investigations had not been made, but those research facts were couched in long, lengthy articles in scientific periodicals. The busy doctor and the busy home economist didn't have time or opportunity to read and digest those lengthy articles. As a result, the information was not so generally known as it should have been.

That report of Mr. Roper's confirmed what you knew was happening in this industry; namely, that the per capita consumption of meat was on the

downgrade. What did you do? You did what good business men always do. You had the foresight, the courage and the conviction to initiate a national educational advertising program to overcome these misconceptions about your products, and to educate the American housewife on the merits of the goods you were offering her; to prove to the retailer that you were his friend and cooperative helpmate, and to show the physicians and the home economists the scientifically-proved virtuous health facts pertaining to your products.

It is well, too, that you began the campaign when you did, because such a campaign, as President Hardenbergh said this morning, is a matter of a long, long pull. You can't educate people quickly. Human nature doesn't respond that way. And so, with the background and the experience of two years, this industry is in a firm position to meet the challenge of this hour.

What is the challenge of the hour? We have only to look around us in similar food industries to see what a changed picture exists today in comparison with the 1918 World War I period.

### Look Out for Competition

A survey has been made in 35 leading magazines. It reveals that approximately \$10,000,000 is being spent by food industries to acquaint the American public with their wares. A total of \$2,000,000 was spent in the 1918 World War I period. Why today, gentlemen, the Kraft Cheese Co., one business, spends as much as the entire appropriation of this industry; namely, \$1,500,000.

We hear whisperings today of meatless days. Let me point out to you how quickly your competition in the food business is capitalizing on this war slogan. Here is an article that ap-



### ONE OF THE INDUSTRY'S LEADING SPEAKERS

Walter Seiler, member of the advertising planning committee, speaking at the second general session of the convention on October 6.



peared in the *Bakery Trade Magazine*:

"Seriously," it says, "meatless days, if they come, will offer our baking industry another glorious opportunity, an opportunity to tell the world the true food value of our bread, how bread can be used in cooked dishes served to replace meat. Think it over, you bakers!"

I say, think it over, you packers! Bear with me a moment as I read the bottom of this article, "Flours Help Replace Meat." "It is possible," it says, "to make a meatless sandwich just by buttering two pieces of this mixed-flour bread and slapping them together. The 'meat' is invisibly present, incorporated in the bread itself." Imagine that kind of sandwich!

But that, gentlemen, gives you an idea of the situation today and what this industry must combat. Eternal vigilance is the price of progress and success.

Wherein, too, does this picture differ from 1918 as regards the kind of consumer we have today? It differs greatly and in an important aspect. You have today an educated, intelligently-trained housewife. She is a woman who knows about dietary values of food, and can interpret intelligently what you tell her about food values. We know this because back in 1918 there were only 35,000 girls registered in home economics courses throughout the higher schools of learning in this country; today we find the figure is well over a million.

### Housewife Knows Food

Two million marriages occur every year, and that woman to whom we are speaking today is a far different woman, a more food-minded woman, than she was back in 1918. She has to be approached in an entirely different manner than she was then. She doesn't buy food today solely because it tastes well and she likes the flavor, but she buys it because of its nutritional values. If you tell her about the values in your products, she is in a position intelligently to interpret them and apply them in her daily household menus.

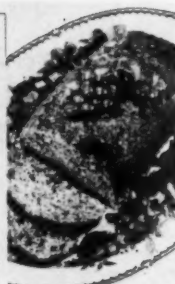
You have another situation today that you didn't have back in 1918. You have a national nutritional campaign stretching all over this country of ours, articulating through every state, county, township, city and hamlet. This industry is cooperating in that nutritional campaign. Those in charge of government affairs on that committee enlisted our cooperation and our support, and I have here a letter that was written by M. L. Wilson, assistant director in charge of nutrition of the Office of Defense Health and Welfare Services, that I would like to read. Mr. Wilson says:

"May I take this opportunity of extending to the Meat Institute our appreciation of the splendid work which it has done and is doing in the nutrition field. The type of institutional advertising which you have been using in the past year has been very effective in educating the general public as to the nutritional values in meat, without rais-

### How to plan Rationed Meat Meals

for a maximum of good nutrition

Meat	Vegetables	Starch	Fruit	Dairy
1/2 lb. Beef	1/2 cup. Beans	1/2 cup. Rice	1/2 cup. Apples	1/2 cup. Milk
1/2 lb. Pork	1/2 cup. Beans	1/2 cup. Rice	1/2 cup. Apples	1/2 cup. Milk
1/2 lb. Lamb	1/2 cup. Beans	1/2 cup. Rice	1/2 cup. Apples	1/2 cup. Milk
1/2 lb. Chicken	1/2 cup. Beans	1/2 cup. Rice	1/2 cup. Apples	1/2 cup. Milk
1/2 lb. Fish	1/2 cup. Beans	1/2 cup. Rice	1/2 cup. Apples	1/2 cup. Milk



For a maximum of good nutrition, plan your meals around these basic food groups. The chart shows the recommended amounts for each group to provide a balanced diet.



### That growing body needs its full ration of MEAT

ALL MEAT IS NUTRITIOUS

### TWO OF THE PROPOSED ADS EXHIBITED IN THE DISCUSSION OF MEAT MERCHANDISING PLANS

ing confusion and questions in the individual's mind regarding particular kinds and types of meat.

"The wartime changes in our food supply and the necessity of making adjustments thereto, necessitate adjustment in our national nutrition program. We have anticipated these changes and our people, as well as state and county nutrition committees, have given and are giving considerable thought to our new program which takes into full consideration the wartime food situation.

"We are depending upon the Meat Institute for continuance of the fine co-operation which you have extended to us during the past months."

What further do we have to face at the moment in this meat business that is very vital and very important? President Hardenbergh touched upon it in his presentation. We do not have a shortage of meat. Secretary Wickard told us last night that 24 billion pounds of meat would be produced in this next year, far exceeding any previous record. However, we do have a problem of distribution, because all the cuts that are familiar, such as hams, shoulders and loins, may not be in as plentiful supply as the consuming public would take with their present purchasing ability.

### More of Some Meats

As a matter of fact, the statisticians tell us that in comparison with 1939, ham, shoulders, loins, and other lean meat out of the hog will be short by about 42 per cent for domestic use. However, they also tell us that there will be a 30 per cent increase, in comparison with 1939, for such items as jowls and plates and bellies and fat backs, and a 42 per cent increase for such items as liver, kidneys, hearts, feet, neckbones and ribs.

Does the American housewife know about these thrifty yet nutritious cuts? We think not. Mr. Roper proved that she didn't. Two years ago he showed

us that 85 per cent of them only knew 12 different kinds of meat. Now certainly, in a two-year period, you couldn't expect to educate the general consuming public to a degree where they would know all these lesser-known cuts. However, for the efficient operation of the industry and for the proper feeding of the consuming public, these cuts must go into consumption, and between the meat market and the sausage manufacturer, these cuts must get into the channels of consumption. Your committee is planning to do just that thing.

### Owe Duty to Retailer

We owe a duty to the dealer. We spoke of him before, because he is an integral part in our distributive system. We only get to the housewife through him. Two years ago he told Mr. Roper, "The packers have let me down." We suffered by comparison with other food industries. We can't afford to duplicate that reputation since we have endeavored to correct it in the past two years. Someone in another industry has very facetiously said:

"The only thing that a meat market man can do this winter is go out on his front step and sweep away the wolf tracks."

That is not going to happen. The tracks of the footsteps of the housewife are going to be there to buy these overabundant cuts of meat, these thrifty yet nutritious cuts, and these sausage items that are going to be made to take up the slack in the red meat items which may not be available in the quantities desired.

We owe this duty to the retailer. We need his cooperation and his support so this industry can function properly and we are going to do all within our power to merit his cooperation in the strenuous days which lie immediately ahead.

There is talk of rationing, and Mr. Wickard mentioned it in his speech last night. This industry was asked by him to cooperate in the rationing program and to acquaint the general public with



rationing and with the kinds of meat which are going to be available. He asked the industry to walk arm in arm with government in this great innovation in the American economy—rationing of meat.

Your planning committee has been both dynamic and flexible. It has been thinking in terms of rationing. And we think it would be appropriate at this time to show you some of the tangible thoughts that have come out of the committee thinking. I am going to ask Mr. Kinnaird of the Institute to take this chart and show you how dynamic and flexible our thinking has been.

**WILLIAM KINNAIRD:** As an indication of the thinking that your planning committee has put against the future, we have here some sample layouts which show the direction in which it is moving. Mr. Seiler has said that under a limited supply of meat, our obligation to the consumer is perhaps even greater than it has been before. This advertisement, for example (see page 94), points up the nutritional qualities of meat. With a limited supply, it is even more important that we tell the consumer how she can get and how her family can get complete nutrition out of the meat available to her. This advertisement is one way in which that might be done, pointing up perhaps more strongly than we have before the complete high quality proteins of meat and their importance to well being through good nutrition.

Mr. Seiler mentioned that the planning committee is thinking of the job to be done in support of the retailer. Here is an advertisement (see above) which not only helps the housewife, but which helps the retailer, in showing how to plan rationed meat meals for a

# MEAT RATIONING

How it Works and How to Make the Most of Your Ration of Meat

THESE MEATS ARE MORE AVAILABLE THAN OTHERS

Meat	Protein	Calories	Iron	Calcium	Vitamin A	Vitamin B
Beef	20%	100%	100%	100%	100%	100%
Pork	15%	80%	80%	80%	80%	80%
Lamb	18%	90%	90%	90%	90%	90%
Chicken	12%	60%	60%	60%	60%	60%
Turkey	10%	50%	50%	50%	50%	50%
Duck	14%	70%	70%	70%	70%	70%
Geese	11%	55%	55%	55%	55%	55%
Swine	13%	65%	65%	65%	65%	65%
Goats	16%	75%	75%	75%	75%	75%
Sheep	17%	85%	85%	85%	85%	85%
Wild Game	22%	110%	110%	110%	110%	110%

THESE MEATS ARE NOT RATIONED

Meat Sales for Rationing

AMERICAN MEAT INSTITUTE

## AD CITED BY MR. KINNAIRD IN THE ACCOMPANYING TALK

maximum of good nutrition. In this advertisement there might also be a chart showing the seven days of the week and the three meals a day, and how, with a limited supply of meat, the housewife can put from 10 to 15 nutritious meals upon her table for her family.

Against the time when meat rationing might become a reality, this advertisement is being considered by the planning committee as an explanation to the consumer and to the dealer of how it works and how to make the most of the ration of meat. This advertisement is directly in line, as Mr. Seiler has mentioned, with the request of Sec-

retary Wickard last night. The advertisement would explain meat rationing. It would show that even under rationing, a wide variety of meats is available at the retail store from which the housewife, if she doesn't find one, can find others at all times.

**WALTER SEILER:** Thank you, Mr. Kinnaird. Gentlemen, no man who thinks would go through life without trying at least to make the future as certain as he possibly could. No one knows what fate brings, but we know that it brings those things eventually. We take out life insurance to reduce the uncertainty of the future by a financial certainty. How much more in our own business should we endeavor to make the future as certain as possible. There is an adage that nothing ever lasts. This war won't last forever. There will be an end. You hear a horn of war today, and some day you are going to listen to a hymn of peace. What your industry will be in that day is determined by what you do now. The reflection will be just as sure as that the sun will rise tomorrow.

We can say this: Lend-lease will then be a historical fact; expeditionary forces will be retracing their steps home and will be assimilated back into civilian life. There will be some shipments to devastated countries, as Secretary Wickard said last night. He also said that as long as he is at the helm, the production of agricultural products will each year exceed the year before, and granaries will be ever full and barns filled with cattle and livestock. It comes this end—a large supply of the things we deal in; lend-lease; history; expeditionary forces assimilated into domestic life, and less demand.

What is the economic law in a situation of large supply and lessened demand. The goods must be sold, and price alone moves them. Down goes the price to a point where the entire supply eventually moves into consumption.

We don't want that mistake of 1918 to be repeated. We don't want the line of demarcation in our first panel to be downward after this war is over. It won't be, if we take the challenge of the hour, think it out clearly and thoroughly, stand true to our trust, and maintain this per capita consumption here that I will read for you, that has occurred in a very recent period, to go as high or a little higher than World War I, namely: 146 lbs. per person per year, and for sausage to rise from 5 to 6 lbs. per person per year, to 12 lbs. per person per year for 1941, 2 billion pounds.

Your planning committee is willing to cooperate to its fullest extent to make those goals possible.

**CHAIRMAN VOGT:** We certainly appreciate this address by the advertising committee, especially the important and pertinent facts brought out. We remember during the last World



## EAST MEETS WEST IN CHICAGO

Something must be cooking here in the way of a story as D. A. Scott, vice president, Beste Provision Co., Wilmington, Del., Freeman Pepper, co-partner of the Pepper Packing and Provision Co., Denver, Lester Lyons, Berth. Levi & Co., New York, and Fred S. Ullman, vice president, Steiner Packing Co., Youngstown, O., get together between convention sessions for a talkfest.

War how we suffered when bacon and bellies sold for 10c a pound. We hope we won't have to go through that again. I hope the members will see their way clear to cooperating with the planning committee on this program.

We will now see a movie relating to the advertising campaign.

*A slide film was shown on meat in wartime.*

**WALTER SEILER:** Might I presume on your time, please, for just a moment? For the benefit of those who were not present last night at that very thrilling and inspiring banquet meeting, Mr. Wickard—and I am going to quote his words—had this to say to our industry:

*"Your salesmen and your advertising experts are key people in the whole program for helping the public share the meat fairly at 2½ lbs. per person per week, as requested by the Food Requirements Committee. No one knows the whole picture better than you, and the packing industry is in the position to help with a real educational job. You have the information, and from past experience you know how to do the job."*

*"The Food Requirements Committee plans to work closely with you, the packers, in order that all of us may do the best possible job, and as we can give the people the truth, and they know that it is the truth, they will make our job a comparatively easy one. But if the public doesn't feel that it is a partner in this venture, it is going to be just too bad. Nothing that I have seen has helped any more than the advertisements of your American Meat Institute, which were displayed in the press last week. I would like to take this opportunity to thank those people who are responsible for changing that ad to bring out the accurate information that was displayed in that ad, and I hope that this is going to be, and I am sure it is, a demonstration and an example of how the government and big industry are going to work together to keep these problems before the American people in their true light."*

We have endeavored, as the planning committee, to give you the light. Secretary of Agriculture Wickard has given you the challenge.

**CHAIRMAN VOGT:** Many of my friends ask me just how we are going to ration meat. I tell them that if I knew the answer, and had a good workable system, I probably would earn the everlasting gratitude of the meat packing industry, as well as several men in Washington who are tackling the problem against the day when they may have to establish a rationing system.

One of the men closest to the problem of meat rationing is Harold Rowe, director of the Food Rationing Division of the Office of Price Administration. I can't say that I envy Mr. Rowe his job. He probably has more self-appointed help than any other man in the country. Every housekeeper who has a rationing card now has ideas of her own on just

how the system should be operated.

During the last several months we in the meat packing industry have become more aware of problems of meat distribution. More and more product is being purchased by the government for use by the armed services and for lend-lease shipment, and people are obtaining more money to buy the product which is left. We recognize this fact, and those in Washington who have been appointed to handle their end of the job fully recognize it.

Mr. Rowe is eminently well qualified for the position he holds. He has worked with the Department of Agriculture and has been associated with the Brookings Institution in Washington. He was trained on an Iowa farm. He has a wide background in economics, and, more important to us, a background closely tied in with the livestock and meat industry.

### Restriction Order Explained; Further Cuts May be Made

**HAROLD B. ROWE:** I can't tell you how pleasant it is for me, a real newcomer in this meat picture, to have the opportunity to come here this morning and meet with you, even though our meeting is going to be only brief. I hope and trust that as we go along working out the problems which we are going to have to deal with in the course of this war, that we will have a chance to become much better acquainted than we have up to the present time.

We are all in agreement, I believe, as to the importance of this topic I have been asked to discuss with you this morning. We are in a tough war and

nothing must interfere with our doing those things which are necessary to achieve victory. Controlling the distribution of meats to an extent which cannot be fully determined at the present time appears to be among those things which have to be done. Because of the importance of meats among the items which we must furnish our allies and their importance as foods for our armed forces and civilians, we must accomplish this task speedily and efficiently, however difficult it may be.

### Army, Allies Come First

It may seem strange for us in the United States to be thinking in terms of restrictions and shortage, particularly when we have an outlook for a record production of meat. But, as has been pointed out by others, against this we have a potential demand which is still greater than the supply. Such demand is in sight because of the large quantities we are called upon to furnish through lend-lease channels, the large requirements for our own armed forces and an increased demand by civilian consumers arising from substantial increases in their money income.

In these circumstances, our first problem is to insure adequate supplies for our armed forces and lend-lease shipments. There can be no question in the minds of any of us as to whether we are going to insure such supplies. Moreover, so long as the present tempo of the war continues or increases these requirements are not likely to be reduced but rather may be expected to increase. We have no choice, therefore, in determining where the reduction in demand must be made. The supply available for civilian use will be limited and civilian demand must be reduced to the level of that of supply.

The second problem which may give rise to war-time controls over the dis-



### BROAD SMILES FOR A TIMELY JOKE

It was a pleasing remark that brought broad smiles to the faces of dehydration expert H. H. McKee (left), Swift & Company operating department, C. S. Hanes and Dr. J. G. Sharp of the British Food Mission, Washington, D. C., and W. D. Todd, sales manager, Flavor-Sealed Division, Geo. A. Hormel & Co., Austin, Minn.

tribution of meat is that of accomplishing this reduction in consumer demand in a manner equitable to all individuals and groups. The supplies which are available for civilian use must be distributed with reasonable equity among all consumers if we are to maintain their morale and productive capacity. It is towards the accomplishment of such reduction in demand and the maintenance of such reasonable equity in distribution that consumer rationing controls are primarily directed.

Because it appears that adjustments and controls of drastic character may be required in order to deal with these two problems, we should also recognize a third problem of minimizing the bur-

## DISCUSS MUTUAL PROBLEMS

T. W. Bailey, manager of the Savory Foods division, John Morrell & Co., talks it over with Lieut. Col. Jesse H. White and Lieut. W. T. Bailey of the Chicago Quartermaster Depot. The Army was very much in evidence at this year's convention. It is now one of the largest single buyers the packing industry has ever had.



## SOME SERIOUS BUSINESS

J. G. Mercer (left), broker, Schwarz & Co., Chicago, Fred W. Waller of the OPA, I. A. Busse, Packers Commission Co., Chicago, and W. E. Reineman, president, Fried & Reineman Pkg. Co., Pittsburgh, looking over a map showing base areas to be used in arriving at ceiling prices on fresh pork cuts.

in excess of his quota can only be delivered within the quota period to exempt agencies, among which the armed forces and lend-lease procurement agencies are of principal importance. Since these agencies buy only from federally inspected plants, it follows that the effect of the order is to limit the non-inspected slaughterer to the production of his quota except as he may sell to exempt agencies other than these, or to store from one quota period to the next.

## More for Inspected Plants

It is expected that this limitation will divert increased numbers of livestock to federally inspected plants where the product will be available for government purchase. There is no limit upon the scale of operations by such plants except that any production in excess of their quota can be delivered only to the exempt agencies.

Because our armed forces particularly require beef of canner and cutter grades, special restrictions upon these grades are imposed by providing: (1) that inspected slaughterers may not deliver as part of their civilian quota more than 20 per cent of the total quantity of canner and cutter beef which they deliver; (2) that non-inspected plants may not deliver these grades to amounts greater than 25 per cent of their quotas for beef. In this way it is hoped that the required quantity of canner and cutter beef will be made available to the government.

You will note that I stated the quota in terms of controlled meat. This means the dressed carcasses of cattle, calves, sheep, lambs and swine, and any processed or unprocessed edible part, cut or trimmings thereof regardless of how prepared or packaged, except that it excludes canned meats, sausage, scraple, souse and other similar products, offal, oils, lards, rendering fats, raw leaf, casings, by-products not ordinarily used for human consumption and skins of swine which are prepared for use in leather, glue and gelatin.

By excluding canned meat, sausage and similar products, the delivery of these items is not restricted but the order does require that the meats going into these products are counted against the slaughterer's quota. In other words,

den and disruption which they bring about for the industries affected. While we cannot deviate from the purpose of securing the meat supplies required by the government and of securing the best possible distribution of the remainder among civilian consumers, we must also endeavor to design our programs in such a way that they will not interfere more than necessary with producing, processing and distributing arrangements, and will not place undue burdens upon industrial personnel already depleted by the demands of our armed forces and war industries.

## Mechanics of Restriction

The first extensive war-time control over the distribution of meats in this country is that provided by the Meat Restriction Order (Restriction Order No. 1) issued last week by the Office of Price Administration. This order, as you are no doubt aware, comprises 24 sections of regulatory provisions. I cannot in the time available this morning discuss all of them in detail. We may, however, consider the central idea and principles of operation contained in the order.

Its purpose is that of dealing with the first of the problems I have stated—insuring adequate supplies of meat for the armed forces and lend-lease. This purpose is to be accomplished by restricting the amounts of meat which slaughterers may supply their civilian outlets.

Quota periods are established, the

first one beginning on October 1, 1942 and ending December 31, 1942. Under the terms of the order all persons who slaughtered, during the first nine months of 1942, cattle, calves, sheep, lambs or swine, which produced controlled meat having an aggregate conversion weight in excess of 1,500,000 lbs. and all persons who slaughtered during any quota period such livestock producing controlled meat having an aggregate conversion weight in excess of 500,000 lbs. are required to register with the Office of Price Administration.

Under the terms of the order each of these slaughterers has a quota representing the maximum amount of meat which may be sold within the quota period to agencies not specifically exempted. These quotas are defined as the following percentages of the base or corresponding period of 1941: beef, 80 per cent; veal, 100 per cent; lamb and mutton, 95 per cent; pork, 75 per cent.

Persons who slaughter livestock in amounts less than those I have stated are not required to register under this order and are not called upon to reduce their scale of operation from what they were in the base period. In order, however, that the purpose of the regulation may not be defeated by an expansion on the part of many small slaughterers, the order requires that such non-quota slaughterers shall not deliver more meat from their own slaughtering operations than they delivered in the base period.

Any meat produced by a slaughterer



the slaughterer who transfers meat to his sausage department must consider that transfer as a delivery against his quota.

In order to facilitate operation of this order both from the standpoint of the government and that of the industry, a special effort was made to state the detailed provisions with respect to quotas and bases in such a way that they could be determined from the records most likely to be available. I cannot go into detail with respect to these provisions here, since they are covered fully in the order itself. I would like to say, however, that we worked out these provisions with the help of a number of members of the industry in our effort to make them as practicable as possible. Within a short time we hope to have available for distribution an explanatory statement for the benefit of those who may experience difficulty in interpreting the provisions of this new regulation.

### Industry Helped OPA

If I may digress from the remarks that I have prepared here for just a moment, I can't overstate the value of the assistance which we received from members of the industry that I called on very informally, and with practically no notice. We did not have the time, in fact, the whole task of preparing and issuing this order, is one which was placed in our hands with virtually no notice, and we have been given the very best help that we could expect in working out some of the provisions of the order.

Some of those people who were present and participated in those discussions, will identify of course, one important point which was changed as a direct consequence of the discussions that we had. Perhaps most of you are familiar with the fact that in dealing with a problem of this kind, we take the requirements of the government agencies as they are given. The Army and Navy for example, assemble their estimates of their requirements for these meats. They are submitted to the Food Requirements Committee, and, if approved there, so far as the food rationing division of OPA is concerned, those become the official needs of the government for those purposes.

Upon the basis of the first statements of requirements we had, it would have been necessary to include canner and cutter provisions in this order, which were even more drastic than those actually used. There is no secret of the fact that on the basis of those estimates, we would have had to limit the inspected plants to delivery of only 10 per cent of their canner and cutter beef.

Industry representatives with whom we had the opportunity to meet, pointed out some of the great difficulties which would follow as a consequence of such an abrupt and drastic limitation and, after arranging for them to present that point of view directly to the Army and officials of the Food Requirements Committee, the decision was reached to

## Packer Friends and Relatives Contributed to the Heavy Attendance

1.—Resting weary convention feet are (l. to r.): Carl Huntington, by-products, San Angelo, Tex., Mrs. Robert G. Thomas, wife of the president of the Lima Pkg. Co., Lima, O., Mrs. H. B. Huntington and H. B. Huntington, Scioto Prov. Co., Newark, O.

2.—A convention group consisting of Mrs. Loretta Eckrich-Fritz, purchasing agent, Peter Eckrich & Sons, Ft. Wayne, Ind., Mrs. Clement Eckrich, Kalamazoo, Mich., Miss Virginia McNamara, Fort Wayne, Ind., Mrs. Carl S. Herrud, Grand Rapids, Mich., and, in background, Clement Eckrich, president, Peter Eckrich & Sons, and Carl S. Herrud, president, Herrud & Co., Grand Rapids.

3.—Enjoying the convention are Mrs. H. P. Dugdale, Jesse Dietz, American Stores, Inc., and H. P. Dugdale, president, Dugdale Pkg. Co., St. Joseph, Mo.

4.—This trio from Alton, Ill., includes Carl A. Luer, general manager, Luer Bros. Pkg. Co., Mrs. Luer and G. G. Mihill, sales manager.

5.—Ken Wolcott, engineering department, Wilson & Co., Fred Waller, Office of Price Administration, Miss Katherine Wolcott, Miss Helen Wolcott and Mrs. Ken Wolcott found much of interest at the convention.

6.—G. A. Althaus, vice president, Oscar Mayer & Co., Chicago, and Mrs. Althaus greet Ivan Flick of the company's Madison plant.

7.—John Hess, sausage supt., Sieloff Pkg. Co., St. Louis, Mrs. Louise Sparrer, Columbus, O., and William and Sieg Hess.

8.—A. H. Merkel, vice president, Merkel, Inc., Jamaica, N. Y., Mrs. Max Trunz,

Max Trunz, Trunz, Inc., Brooklyn, N. Y., and Mrs. George A. Schmidt, wife of the president of Stahl-Meyer, Inc.

9.—Barnett Miller, vice president, Boston Sausage & Prov. Co., Mrs. Harold I. Horowitz, Mrs. Max Chernis, Max Chernis, president, Boston Sausage & Prov. Co., and Mrs. Barnett Miller ably represented the Hub City at the convention.

10.—A charming Ohio trio: Mrs. Charles W. Sucher, Mrs. Louis A. Sucher and Miss Frances Sucher, representing the Charles Sucher Pkg. Co., Dayton.

11.—Feminine representatives of the Banfield Bros. Pkg. Co., Tulsa, were Mrs. R. C. Banfield, Mrs. Paul Thompson and Mrs. Sid Davidson.

12.—Reversing the usual order and reading from right to left: D. C. Neel, president, Seitz Pkg. Co., St. Joseph, Mo., Mrs. Neel, and their daughter, Patty.

13.—Mike Krauss (right), Independent Casing Co., Chicago, and Mrs. Krauss were fortunate in having with them as their convention guest their son, Pvt. Eugene Krauss, Army Air Force Technical Training School, Madison, Wis.

14.—California and Illinois are represented in this photo of (front row) Mrs. Willard Lenz, Chicago, Mrs. Bruno Richter, president, Richters' Food Products Co., Chicago, and Mrs. Max Sparrer, San Jose, Cal. In back row are H. Karnuth, sales manager, Richters' Food Products, Max Sparrer, president, Golden State Meat Products Co., San Jose, Edward Sparrer, son of Mr. and Mrs. Sparrer, and Willard Lenz, assistant manager, Richters' Food Products, Chicago.

modify the provision to 20 per cent, and raise the percentage for the non-inspected plants to 20 per cent of their quota.

So, while it may seem to be a very drastic percentage, I want to point out that it represented a 100 per cent improvement in the situation with respect to the amount of meat which the inspected plants could use as part of the civilian quota out of those grades.

### Cuts May Come Later

It seemed to me that General Hardigg and others from the Food Requirements Committee, have taken a sympathetic attitude toward the problem which would be created in the sausage making industry and others by those provisions, and by such modification of the requirements, are making a sincere effort to see that the impact of these necessary controls are as little burdensome as they possibly can be.

In fairness, however, I think I might reiterate what has been a sort of theme in the remarks I have made here. We must obtain the material required for the armed forces and lease-lend purposes. It is not possible, in the circumstances under which we have to work, and sometimes at the speed with which we have to develop these controls, to

estimate with full accuracy just what the exact outcome of such a provision will be. I would think it perfectly safe to say, and desirable for everyone to recognize, that if the order in its present form does not result in the government procurement agencies obtaining those quantities of meat of the types that they feel they must have, the necessary modification will be made, even though it requires reducing the canner and cutter percentage.

In any case, it is an excellent illustration of the value which we derive from those consultations with those members of industry with whom we had an opportunity to meet.

Except in several special instances, all quantities of meat are expressed in terms of "conversion weights" and it will become necessary for the industry to become familiar with this phrase. In order to express in general terms a regulation equally applicable to the various types of controlled meat as well as to the various cuts and processed products thereof, it was essential that a common denominator of quantity be established.

That is the function of "conversion weight." It represents the weight of pork or beef or lamb and all cuts of these meats reduced to this equivalent



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weight figure by multiplying the actual weight of the meat or, in the case of pork, of the actual weight of the live animal, by the appropriate conversion factor.

It is a little difficult to explain this concept of conversion weight in a discussion of this kind. I hope that it will not create too much difficulty for you, and that the explanation of the order on which we are working will remove the remaining questions.

### Meaning of Conversion Weight

The most nearly precise short statement that I am able to make of it is, that in case of beef, it really means reducing the various cuts to the equivalent of the dressed carcass weight. In the case of pork, the conversion weight means reducing all the cuts to a weight which is equivalent to the dressed carcass with the cutting fats removed. That is, it represents about 90 per cent of the dressed carcass. In other words, converting dressed hog carcasses to conversion weight, the conversion factor would be 90 per cent.

Also, in this connection, I might bring to your attention one point in case you haven't already noticed it. As you know, one of the difficulties we always face in getting out complicated regulations is that errors occur all along the line; there were some in this one. Among other things, there appears to be a typographical error in the provision specifying the conversion weights for pork.

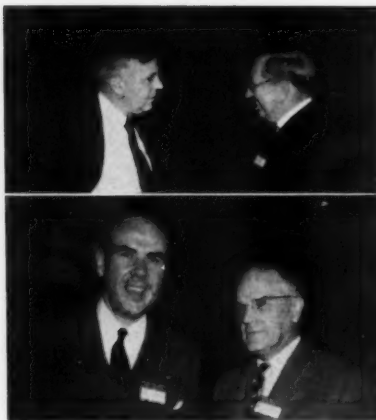
It is perfectly obvious that it is an error, because as the order appears, it shows that for cooked pork cuts, that the same conversion factor was used for those with bone in and those with the bone out. Obviously it could not be correct. That error will be corrected, and there will be an additional factor specified for trimming. By an immediate amendment we will also cover a point which we could not include in the original order, namely, the specifications regarding the computation of deductions to be made from the base for deliveries between quota slaughterers.

Those of you who have studied the order up to the present time, will find that those deductions are not fully covered there in the manner in which we had discussed them with industry representatives.

### Rationing May Come

You will see from this brief over-all characterization of the Meat Restriction Order that it is directed only towards the first of problems which I stated at the beginning of my discussion. It does not control the allocation of the meats available for civilian distribution among the various non-exempt buyers, such as sausage makers who do not sell their products to the government, and various wholesale and retail distributing agencies. Therefore, this order does not come to grips with the problem of regulating distribution among civilian users.

Should it turn out that some sections of the country or some channels of dis-



### OLD FRIENDS MEET

(Upper): Howard C. Greer, vice president, Kingan & Co., confers with Pendleton Dudley, eastern representative of the American Meat Institute.

(Lower): F. Earl Veneman, sales manager, Agar Pkg. and Prov. Co., Chicago, and R. W. Perry, president, Perry Food Products Company, Chicago.

tribution do not obtain their reasonable shares of the meat which can be delivered within quotas, of course it probably will be necessary to develop additional regulations. On the other hand, to the extent that the industry itself is able to see that these quotas are distributed fairly among all outlets, such controls are unlikely to be necessary, at least until a decision is made to introduce consumer rationing.

We in the Office of Price Administration are proceeding in full confidence that the members of the industry understand the importance of the problems towards which this order is directed and that they will make every effort within their power to see that civilian

supplies are distributed as fairly as possible.

I am in no position to forecast what further controls may be required before we are through the war. The government is now undertaking a "Share the Meat Program" under which consumers are being asked to limit voluntarily their demand to the supplies available for civilian use. Perhaps consumer rationing will be necessary, as a great many believe at the present time. If so, the task will be enormous both from the standpoint of the government and of the industry, particularly that part of the industry concerned with distribution. We have no doubt but what the industry will assume this task if called upon.

So far as the Food Rationing Division is concerned, we are engaged in the advance problems issued, which will have to be resolved in the event that we do have to get into the field of consumer rationing. We are endeavoring to plan and to develop programs of the kind that will work if they are needed, and be as nearly as possible prepared for dealing with the tasks that may be given us as we go along.

I cannot tell you the kind or very much as to the nature of the plan which we will adopt for use with meats. We haven't reached our decision. At present, we are engaged in trying to ascertain the best method of dealing with those problems.

In all of our work we shall endeavor to consult with representative members of the industry to the end of making our programs workable and minimizing the burdens which they may involve. Finally, we shall try to be accessible at all times to individuals and groups affected by our program, so that we may give constructive consideration to their problems and understanding to their points of view.

*The meeting adjourned at 12:40 M.*



### SUGGESTED BEEF CUTS ATTRACT ATTENTION

The display of beef cuts under consideration by OPA attracted considerable attention from all branches of the industry. The cuts were suggested by the price agency as a means of establishing new ceiling prices on rule-measured cuttings.

# Farmers' Views, Livestock and Business Occupy Last Session

October 6, 1942

**T**HE meeting convened at 2:20 p.m., with Jay C. Hormel, vice chairman of the board of directors, presiding.

**CHAIRMAN HORMEL:** The meeting will come to order. In judging people, I suppose we are safest in being guided by the opinion of the people with whom they are associated. I am told that Earl C. Smith has been president of the Illinois Agricultural Association since he was 14 years old—maybe it was since I was 14 years old. Anyway, they got him on the job early and have kept him there. Now, of course, he is vice president of the American Farm Bureau Federation.



JAY HORMEL

I think perhaps we come closest to him in his position on the National Live Stock and Meat Board. I tell you that about Mr. Smith. I want to remind Mr. Smith that he is now addressing his sales department, he being the producing department of this meat industry.



## SPECIALISTS CONFER

(Top).—Max Cullen, Quentin Lambert and Redman B. Davis, National Live Stock and Meat Board, discuss the convention.

(Bottom).—Miss Lydia Cooley, Miss Thora Hegstad and Miss E. Francesia, representing the home economics division of Swift & Company, Chicago, found the convention of interest.

## Farmers Want Only Parity Adjustment, Manpower for Work

**EARL C. SMITH:** I appreciate the opportunity provided me this afternoon to talk to you for a brief time relative to the attitude of the farmers that I represent on many of the important problems confronting the nation. Throughout the years I have greatly appreciated the privilege of becoming acquainted with a number of your leaders and a larger part of your membership. Maybe some of you don't know it, but some of my earliest training—it was after I was 14 years old—was working for one of the largest packers of this country. Just a few moments ago, my old boss, whom I haven't seen for more than a quarter of a century, came to the platform and shook my hand. I didn't recognize him, but I have often inquired about him. He has made a success in his field. He gave me some advice just about 35, 36, or 37 years ago that has been worth a great deal to me in my later business experience. I am referring to Charlie Simms of the East Tennessee Packing Co., who, at the time I was a packer employe, was manager of the Knoxville, Tenn. branch of Armour and Company.



EARL SMITH

## Quit Industry When 21

I was pretty young when I worked for Armour and Company. I wasn't discharged. I quit just before I was 21 years of age and had been on the road for them nearly three years. I quit to become a farmer in the State of Illinois, the state of my birth.

Those of you who know me, know how badly I consider the necessity of using manuscript, and I am going to do that only briefly this afternoon. However, because of the great importance of a number of the pressing problems we are currently facing, I thought it well to jot my thoughts down, both in the interest of being more brief, and from the standpoint of care, in stating the attitude of the people I represent in Illinois and in our national organization.

Every American citizen realizes fully

that the number one job confronting America is to win the war. Every thoughtful citizen also recognizes that the domestic relations and policies must be handled in a manner that will contribute the utmost to this end. It cannot be denied that we have many domestic problems yet unsolved. Even before the outbreak of war, many such problems were only partially on the way to solution and war naturally greatly multiplied these problems and made them more difficult to solve.

Certainly no citizen, regardless of the business in which he is engaged, fails to realize his responsibility to the government in these crucial days. No group of people have more at stake than do the farmers of this country. They inherently believe in the principles of true democracy and an economy of free enterprise. There is no group of people who will hold more tenaciously to the virtues of self-government, and particularly to the free and unrestricted opportunity of land and home ownership.

## Compromise May Be Needed

It behooves every citizen to contribute his best toward solution of our domestic problems in a sound and workable manner. While it is natural for all of us to approach these problems from the standpoint of self interest, yet time is so important in finding the solution to these problems we must not hold tenaciously to some given suggestion if the same ends can be reached through the suggestions of others.

I, of course, realize that the members of this Institute are confronted with many complex and serious problems. I appreciate fully that at least in a degree, some of your problems are also the problems of the farmers. I believe it is equally true that many of the problems confronting farmers, and particularly the solution of these problems, have a direct bearing upon you and those you serve. I appreciate fully the need for the largest possible army the people of America can support, and by support I do not refer to it in a material sense but rather in the field of munitions and food. I also believe it would be folly indeed to constitute an army larger than could properly be supported in these fields of activity.

The chief problem confronting farmers is not one of price but one of finding the necessary experienced manpower to assure maximum production on the farms of the United States. I sincerely believe that entirely too many people underestimate the skill required for maximum production, whether in the fields or in the production and feeding of livestock, or the dairy industry. We are hearing entirely too much and at times from people in high places, that young boys, older men and women would together constitute a reservoir which would supply this necessary help.

While young boys, older men and women will be helpful in meeting the peak demands for farm labor, particu-



larly at harvesting times, yet I greatly fear that if America depends upon this group for the type of necessary experienced help essential for maximum production, that within a year the nation will awake to its folly and great disappointment will ensue. It is one thing to produce crops and to raise and feed pigs and to milk cows; it is another thing to get maximum production of soil crops and the utmost from breeding and dairy animals.

Every practical farmer knows the truth of this statement. I know it from 35 years of practical experience in the operation of farm land in this state.

I have never requested, nor do I represent a group of people who have ever requested exemption from army service of farm labor as a class. Farmers realize fully their responsibility in the recruiting of an army, but they cannot and should not, forget their responsibility in the maximum production of food. I firmly believe that the war will ultimately be won or lost, according to our ability to mobilize the total manpower and resources of our nation on a well coordinated and balanced basis.

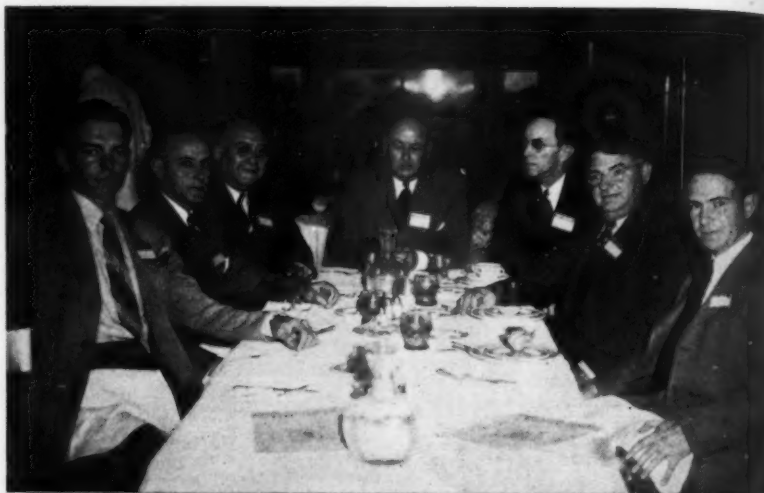
### Coordinate Manpower Needs

In other words, we should constitute the largest possible army consistent with the ability of those on the home front adequately to supply such an army with munitions and food. It would be a crime indeed to send more boys to the front than could be adequately supplied with munitions and food. It would also be a great mistake to produce more munitions than are necessary for use by our armed forces and certainly, no one could justify policies that retain on the land more than are essential for the support of the military forces, the civilian population and to discharge America's duty to its allies.

Therefore, I repeat, that the all-important task immediately confronting the country is to coordinate and balance the use of its manpower in these important fields of necessary activity.

Much has been said recently about the efforts of farmers to secure prices that are out of line with a well-balanced economy. This charge I deny, at least insofar as the membership of the organization for which I speak. We have never asked for any policies of government that would assure more than fair and reasonable returns to the American producer. We have never asked the government to support farm commodity price levels above 85 per cent of parity and it was this kind of a floor that seemed to justify, at least for a time, limitations upon price ceilings at 110 per cent of parity. This was originally intended only to insure average returns approximating parity.

Immediately after the President's address on the evening of Labor Day calling for the repeal of this 110 per cent parity limitation, the leaders of the American Farm Bureau Federation assembled in Washington and agreed to support legislation repealing this pro-



### APPETITES MUST BE SATISFIED—EVEN AT CONVENTIONS

(Upper): Californians enjoying lunch together included Will Gill, jr. (left), Will Gill ranch; Chas. M. King, secretary, Calif. Meat Co.; Ben W. Campton, Meat Packers Inc.; E. Floyd Forbes, West Coast representative of the Institute; Paul Cornelius, president, Cornelius Pkg. Co.; Adolph Miller, president, Union Pkg. Co., and his son, Ben. (Lower): A typical group of packers dining in the Lantern Room at the Drake.

vision of law provided there was substituted therefor a provision limiting ceilings to parity as now computed, plus such amount as is necessary to cover the increased costs of farm labor over that of a previous period.

### Help in Curbing Inflation

You will please note that I said the increased costs, rather than all costs, as has been so widely disseminated through the press. This request was made not for the purpose of raising farm income but rather for the purpose of enabling farmers to compete with the labor market so as to assure maximum production on the farms of the country.

After many days of serious debate, the final conclusion of the Congress, and the law as it is now in effect, comes very close to this intent and purpose. While I seriously doubt that the law is adequate to completely avoid inflation

in this country, yet I believe that if literally interpreted and courageously enforced in its treatment of all groups—industry, agriculture and labor—that it would be very helpful in curbing inflation.

The time for controversy has passed and regardless of any individual beliefs or convictions we may have held, those administering the law should have the support of every thoughtful American citizen to the extent that its provisions are fully and fairly put into effect. I am sure that the overwhelming majority of American farmers will not only do their utmost to continue maximum production on the farms, but will gladly cooperate with other groups in meeting their problems to the extent efforts are directed toward a sound and workable economy and in the interest of the people as a whole.

Now, briefly, that is the position of



the farmers so far as I am informed, and certainly the position of the thinking farmers of this section of the United States.

I would like to take just a few moments to talk with you informally about parity. Maybe I am a little out of place to talk with the meat processing industry on this subject; possibly you are fully informed. However, I have been utterly amazed as I go around the country, to hear a man say, "Yes, I know what parity means. I know how to compute parity. I know its purpose," and then have him follow up and say, "It is very fair," and then have others say that there is nothing to it, that it is theoretical, that it is mythical, that it is outworn, and some other general criticisms.

That is true in agricultural groups, and I have a right to assume that there isn't a man in this room who doesn't fully understand the intent and purpose, and the fair premise, at least, upon which parity is based.

Now, just simply—and you have read this many times—it is a price that will give to a given unit of the commodity, the bushel or the pound, the same exchange value for the products of industry that those products enjoyed in the average of the years 1909 to 1914. Still we have some so-called farm leaders who criticize present parities provided by law, and lead many farmers to think that support of parity means trying to defend prices that were in effect for farm products way back in those years.

The gentleman to whom I referred awhile ago, my boss when I was a young man, will tell you that I left the employ of Armour and Company just 36 years ago. Within a few months I started as a single tenant on an Illinois farm. It was quite a job for a single man, who had been raised in town, had his training in business—and I left school when I was 14. I had a few years with a wholesale grocery house, and then, on its recommendation, went with the great institution, Armour and Company, to which I have already referred.

If my arithmetic is correct, it found me as an active farmer in 1907. I hired a man and his wife. He worked for me;

## THE TOPIC IS LIVESTOCK!

R. C. Pollock (left), general manager, and H. F. Farr, chairman of the board of the National Live Stock and Meat Board, were discussing the livestock situation with Reese Van Vranken, president of the Michigan Cattle Feeders Association, when *The National Provisioner* cameraman came along. Mr. Farr is one of the better known cattle and lamb feeders, operating out of Greeley, Colo., and Mr. Van Vranken a convention speaker of former years.



she kept house. I had meager savings, but not nearly enough to buy the necessary equipment to start operations on a 200-acre Illinois farm. My investment was made with about two-thirds of the total in borrowed money.

I think I know something about what that income meant in those days in meeting obligations. Two years later I was married. That threw further responsibilities upon me, in a material sense, to say the least, and more money had to be borrowed. Together we dug out. I have a good memory as to the

price levels in those days for some of our basic crops—particularly corn, hogs, and wheat. I don't have to look back at the records, because I was measuring carefully the possibilities of meeting obligations from production. I well remember the first farm wagon I bought. It cost me \$65—that Studebaker standard farm wagon. For the first corn I sold I received 52c a bushel.

## 115 Bushels Bought Wagon

It is easy for you to compute that it took around 115 bu. of corn to pay for the wagon. However, when we got to talking about parity in later years, it took nearly 800 bu. of corn to buy the same wagon. We can go on with wheat and make similar comparisons.

So it was from the standpoint of necessity and experience that when I was called around council tables in 1932 to help enunciate the principles of a great farm law, that I became an advocate of the principles of parity, a basis of fair exchange value. Today we hear some people say that the farmers took advantage of a very attractive period to use as a base in the computation of parity.

I submit to you that while there was an opportunity for a boy in those years by working hard, we didn't hear any-

## A SUBJECT REQUIRING CONCENTRATION

(Left)—Weighing of the ring bologna at the Natural Casings exhibit. Interested on-lookers are A. Jehli and H. G. Cameron, Wilson & Co., E. V. Brown, Armour and Company, A. M. Kupfer of the Exact Weight Scale Co., who is presiding, Jerome Sable, Pitt Prov. Co., E. A. Thiele, Kold-Hold Mfg. Co., P. J. Corcoran, Cudahy Pkg. Co., and Michael J. McEnery, jr., Traver Corp. Weight of the bologna was 28 lbs., 9½ ozs.

(Right)—Concentrating on his weight estimate of the giant theuringer at the Natural Casings exhibit is Vern Mattert of Wilson & Co. The weight of the big fellow was 85 lbs., 8½ ozs.



thing about 38 and 40 hour weeks. My mother and father admonished me that possibly I shouldn't start in farming. They said, "Earl, you are not accustomed to getting up at 4:30 in the morning, and you have been more accustomed to taking your leisure in the evenings, and it will break you down."

However, by getting up about 4:30 about eight months in the year, and by working in the fields until 6 or 6:30, and then for another hour or an hour and a half doing the chores, and acquiring the habit of being so tired that within 30 minutes after supper, you found yourself in bed, we were enabled to pay rent, to pay our then limited taxes, to pay 6 per cent interest, and over a period of fifteen years, to get out of debt, for the original requirements to start operations on a 200-acre farm, and to meagerly furnish five rooms of a home.

### Opportunity for Hard Work

I challenge any man in this room or any other room, to deny that that was approximately the relationship existing in those days. There was an opportunity by hard work, but it certainly wasn't a period to be selected as peculiarly attractive for the basis of a fair exchange value of farm products with the products of industry.

The parity principle wasn't written into the law in 1933 as a result of just a few days of debate in Congress. There were weeks of hearing in committees and days of debate on the floor of Congress.

Later, Congress adopted this principle and the administration accepted it. You have heard the President repeatedly reaffirm the parity principle, its justice and its fairness. And then due to court decisions, that law had to be rewritten in 1938. Oh, we tried the philosophy of some in 1936 and 1937—all of this voluntary approving of some, and being paid for something whether you did it or you didn't, as a means of stabilizing American agriculture, and it took one growing season to find out the folly of that approach.

I think I am justified in saying that an overwhelming margin or majority of the active operating farmers—those who have a clear conception of parity, its purpose and the way in which it is computed—agree with that approach. But I don't want anyone in this room to leave here and quote me as saying that I think it has the same degree of fairness to all commodities of the American farm. I don't. The problem back in those early years was one of all commodities. We couldn't solve them all at once, and whether right or wrong, we accepted five crops that represent 80 per cent of the value of all soil crops, as the basic crops—corn, cotton, wheat, rice and tobacco. We had to change the years for determining parity for one of them, because that earlier period wasn't fair. Now, we are hearing a lot of views that it isn't fair to meat.

I don't think it is as fair to beef, and possibly in a limited measure to pork, as it is to corn, wheat and cotton. How-



### FATHERS, SONS AND DAUGHTERS

- 1.—This father and son combination is Harley Peet, president, G. M. Peet Pkg. Co., Chesaning, Mich., with son, Douglas.
- 2.—Harry Osman, American Meat Institute, and his daughter, Mrs. G. E. Hinchliff.
- 3.—H. Homer, jr., Sylvania Industrial Corp., and his father, H. Homer, sr., supt., A. Szelagowski & Son, Buffalo.
- 4.—Hugo Slotkin and his father, Samuel Slotkin, both of Hygrade Food Products Corp., New York.
- 5.—E. W. Files of the Institute and his charming daughter, Rosemary.
- 6.—Leonard D. Weill, assistant manager, towers above his dad, David A. Weill, vice president, Berth. Levi & Co., Chicago.
- 7.—Theodore Weil (right), president, Weil Pkg. Co., Evansville, Ind., and son, Leon, treasurer and general manager.
- 8.—A familiar pair are Edward Wilson, president, and Thomas E. Wilson, chairman of board, Wilson & Co.
- 9.—Harry D. Oppenheimer and son, Seymour, Oppenheimer Casing Co., Chicago.

ever, the greatest margin of disadvantage is in the dairy industry, because of some very abnormal things that have crept into the dairy producing industry. Among these are health restrictions imposed by state legislatures, and properly so, and all kinds of sanitary requirements that bring costs with them. Moreover, since the large producers of the dairy industry are in metropolitan areas, there has been a greater increase in the cost of experienced farm labor in that field of agriculture than in some others.

Now, where did 110 per cent of parity come from? Not, as has been charged recently, since farmers were the group that first publicly said that we needed

a law to let this country feel it could avoid inflation during the war.

They asked for a rather simple measure that would give equal treatment to the commodities of industry, the commodities of agriculture and the wages of industrial labor.

In addition, as the fourth and necessary device, they requested a change in the revenue laws so as to recapture excess profits resulting from war conditions. That was more than a year ago. When the price control act was up for consideration, representatives of the American Farm Bureau Federation appeared. They recommended such a law. We soon learned, however, while that law was under consideration in commit-

tee, that it wasn't the desire of the Administration to have anything spelled out for the control of industrial wages.

We publicly said a law that failed to do so would not protect this nation against inflation. While it might be of some little help, if labor was to be left out (and keep in mind that parity price for a farm commodity is determined by the prices of industrial commodities, and that labor cost is a very large portion of the cost of industrial products), those costs would go up much faster than you could re-compute parity, and keep farmers in a fair position.

So they suggested that insofar as the agricultural laws had never gone farther than supporting some of these basic commodities at 85 per cent of parity, if the farmers were to have an average return of parity, it would be necessary to ask that no ceilings be placed below 110 per cent of parity.

Now, you haven't read very much about it, but apparently the Administration gave that device its approval at the time. I believe the Secretary of Agriculture did publicly say that he testified for it, but conditions had changed, and he thought it should be repealed.

In the President's Labor Day message, he pointed out the dangers of inflation, with every word of which we agree. He asked for revision of authority, so that there could be uniform and effective treatment of all groups, in order to protect the nation against the inroads, dangers and the disaster of uncontrolled inflation.

### Farmers Agreed to Change

He particularly laid his finger upon the 110 per cent of parity limitation. Did the farmers take a stubborn, selfish position, as some national magazines, and some of the city papers have indicated? Well, I don't know about some farmers, but I do know something about the American Farm Bureau. Its leaders from all over America were called into Washington, and convened there on the following Thursday. With very limited exceptions, those men saw the wisdom of some change, if equal treatment was at last needed and to be accorded.

We agreed to the repeal of the 110 per cent parity limitation provided there was substituted therefor an addition to parity as now computed of only such amount as was necessary to cover the abnormal and increased cost of labor—not all labor.

Now, what was the purpose of that? Every practical man in this room knows that if your labor costs go up 10 per cent, and labor is 50 per cent of your total cost, your price would have to go up five per cent to absorb the increase for the labor. We were covering the same principle in agriculture—not to get an increased net return for the land owner or land operator—but only that he might be in a position to compete in some degree in the labor market for the labor needed if maximum production is to be continued.

IT ISN'T  
HARD  
TO *Cook* WITH  
LARD!

*Lards* PURITY  
IS YOUR  
SECURITY!

*When*  
YOU COOK -  
LOOK TO  
LARD!

So much for parity. It is going to need some revision to give more equal treatment to some of the commodities which are not secondary in importance, but which are largely produced from the products of the soil—feed grains.

When it comes to the question of price ceilings, no one can talk about putting ceilings on prices, without recognizing that we are going to have a lot of difficulties: First, in providing ways and means, and second, in doing the job in a manner that won't seriously disturb the flow of goods.

### NEW LARD SLOGANS

A series of new lard slogans released by the National Live Stock and Meat Board to promote the use of lard in home cooking. Several were shown at the convention.

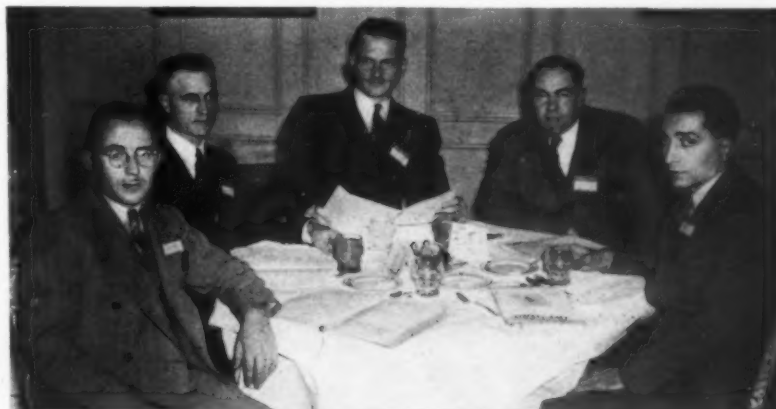
As a representative of cattle feeders and producers, as well as other farmers in this area, I have been fully cognizant of the rules thus far promulgated, unless some have been issued since I have been able to receive, digest and try to understand the last, that some of the results of those rulings will be: First, and I think it is serious, a tremendous reduction in the price of beef next year. However, that is a hard situation to control in farm circles, because America is a big country. Margins have been so reduced in the feeding of cattle that we are alarmed at the tremendous reduction of fed cattle going into market. They are from 300 to 500 lbs. lighter than they normally would be?

### Problem Hits Consumer

That is a problem—it is a mutual problem—of the packer and the farmer. In my humble judgment, it is a much more serious problem that is confronting the consumer in the end. It behooves the best thought of all of us to find ways and means of adjusting prices by classes so that necessary margins are not destroyed and thus bring ultimate curtailment in beef production.

I said in my remarks that price wasn't the main problem. I am not underestimating the importance of price, but if price can be maintained at approximate parity, and we can solve the more immediate and more serious problem, I don't believe we have a very serious difficulty so far as the productivity of land in this country is concerned, unless we throw too large a drain upon it because of abnormal demands from our Allies. The most serious problem, in my judgment, is one of experienced farm labor.

It is a hard thing for a farm leader



### TIME OUT FOR A BITE TO EAT

Just getting ready to order a meal are C. S. Vissar (left), bookkeeper, H. W. Terrell, credit manager; M. J. Woudenberg, accountant, and J. Franken and D. Malizia, bookkeepers, all from Grand Rapids Packing Co., Grand Rapids, Mich.



to cope with. The minute we raise our heads or say anything out loud, someone charges us as considering the farm labor group as a special group, or that we are trying to keep somebody out of the Army. I don't know how I could be party to such an effort. Of the boys who are the closest blood relatives to me in this nation, five of them are now in five different countries of the world. Seven other nephews are in the armed forces and haven't left this country. There is a little girl in our home that my wife and I raised from babyhood. She is there today. We are expecting an addition to the family. Her husband is away at war.

I would be the last to make any single move to keep those boys from having all the surroundings and assistance necessary. However, I can't sit idly by and see policies being developed that are creating a tremendous danger that within a limited period we may find an army larger than this nation can adequately feed, in addition to taking care of the civilian population and meeting our full obligations to our Allies throughout the world.

### Skilled Farmers Valuable

There are too many people in this country who do not realize the skill required in agriculture. I said it here briefly, and I elaborate upon it. Yes, almost anybody can plow ground. Almost anybody can breed some animals and have some results. Almost anybody who will try can milk a cow. However, comparatively few can get the utmost out of the soil, can save 80 or 90 pigs instead of 46 from a brood sow, and can hold a cow up in her milk over a substantial period of time without burning her up and curtailing her useful life. There is a skill there.

Many farmers make the mistake of thinking that a hired man is worth just so much money. I think that one reason I have been a little more successful than some other farmers in the employment of men and the selection of tenants, has been that I have kept pretty good records for nearly 30 years as to what is going on.

When I find a man who, when he goes out to feed a bunch of brood sows, stands around for a few minutes and picks up a corn cob and scratches them on their backs, I say: First, he likes it, and second, they like him. Before long instead of being afraid of a curb bar when shut up, he can get right into the pen with the brood sow and pay a little attention to her bearing. I have watched it over the years, and the difference is just about 30 per cent in the number of pigs saved. Those are extreme cases, of course.

Anybody can plow ground. Almost anybody can run a tractor. With a little direction, you can run a two-row cultivator pushed or pulled by a tractor. However, I would guess that most of us, at my age and older, who knew how to raise horses, break them, and drive them, and handle horse machinery, would plow up a good many hills of corn when we tried to get on the tractor

## Lobby Huddles Again Brighten Convention

- 1.—L. F. Kilmarx, sales manager, Pure Carbonic, Inc., visits with Richard von Schrenk, president, *The National Provisioner*, in exhibit hall.
- 2.—George L. Schmidt (left), president, J. Fred Schmidt Pkg. Co., Columbus, O., and Ray F. Beerend, Wm. J. Stange Co., Cleveland.
- 3.—John Max Weyer, president, Van Loan & Co., New York City, and Harvey Wernecke, sales manager, *The National Provisioner*.
- 4.—Four Philadelphians get together: D. A. Heyne, Transparent Package Co., Bernard C. Zitin, sales manager, Royalist Prov. Co., A. Cooper, president, Bernard S. Pincus, Inc., and H. Silver, in charge of meat operations, Food Fair Stores, Inc.
- 5.—K. G. Potts, southeastern representative, Fearn Laboratories, Atlanta, and F. H. Heinold, president, Atlanta Sausage Co., Atlanta.
- 6.—A lighter side of the convention is depicted by W. E. Anderson, Griffith Laboratories, Kansas City, B. B. Balentine, vice president, Balentine Pkg. Co., Greenville, S. C., and S. C. Winchester, Winchester Pkg. Co., Hutchinson, Kans.
- 7.—Among representatives from New Orleans were Earl Noble, Noble Butchers Supply Co., and Roy J. Pittman, vice president, Dixie Pkg. Co.
- 8.—Walter Best and William Donovan of Best and Donovan, Inc., Chicago, greet trade friends.
- 9.—Included in the Continental Can Co. representation were A. V. Crary, vice president, and P. O. White, sales manager, Chicago.
- 10.—W. C. Young, Buffalo representative, Griffith Laboratories, George Albert, Albert Packing Co., Washington, Pa., Mrs. John Delfrate, Delfrate Pkg. Co., Slovan, Pa., and Alphonse Albert, Albert Pkg. Co.
- 11.—Brothers meet in Chicago: Aladar Fonyo (left), vice president, Wm. J. Stange Co. and J. A. Fonyo, Charles Holtenbach, Inc.
- 12.—G. A. Althaus, vice president, Oscar Mayer & Co., Chicago, J. R. Jones, abattoir division, George A. Hormel & Co., Austin, Minn., and W. C. Schults, Iowa territory sales manager, American Can Co.
- 13.—H. W. Hamilton, Wilson & Co., with Frank H. Hoy, Hoy Food Products.
- 14.—Miss Miriam Buchy, secretary, the Charles G. Buchy Pkg. Co., Greenville, O., with Floyd Crego, Spencer Kellogg & Sons, Inc., C. G. Hammann and Walter Hammann, Cincinnati Butchers Supply Co.,

Mrs. George J. Buchy and George J. Buchy, vice president, the Charles G. Buchy Pkg. Co.

- 15.—Richard von Schrenk, president, *The National Provisioner*, with W. A. Gebhardt, Advanced Engineering Co., Milwaukee.
- 16.—Two Lone Star staters in good humor were E. C. Dyke, Pinkney Pkg. Co., Amarillo, and Ronald H. Marks, Enterprise, Inc., Dallas.
- 17.—Jerry Akin, sales executive of Sylvania Industrial Corporation (left), exchanging pleasantries with J. V. ("Dick") Snyder, supt., John Morrell & Co., Topeka.
- 18.—Herman Schmidt, president, Cincinnati Butchers' Supply Co., was on hand to greet his many friends.
- 19.—J. V. Jamison, jr. (right), president, Jamison Cold Storage Door Co., enjoying a talk with Frank Davis of *The National Provisioner*.
- 20.—H. C. Homer, supt., A. Szelagowski & Son, Buffalo, N. Y., lends an attentive ear to Walter Seiler, president, Karl Seiler & Sons, Philadelphia.
- 21.—L. D. Flavell, DuQuoin Pkg. Co., DuQuoin, Ill., sharing a story with Lester I. Norton, vice president of *The National Provisioner*.
- 22.—Two men prominent in the supply field, Julius Lipton, president, Aromix Corp., and Howard R. Medici, vice president, the Visking Corp., relax in hospitality headquarters.
- 23.—An eastern trio comprised of Robert Berl, sales and advertising manager, Zweigle's Bros., Rochester, N. Y., F. J. Potts, eastern representative, Fearn Laboratories, Inc., and A. W. Zweigle, general manager, Zweigle's Bros.
- 24.—R. G. Denton (right), Renee Pkg. Co., Syracuse, N. Y., with E. L. Hall, Griffith Laboratories.
- 25.—Two westerners, Paul Cornelius, president, Cornelius Pkg. Co., Los Angeles, and William Gill, son of Will Gill, prominent rancher and feeder of Madera and Porterville, Cal., in a huddle with George H. Elliott (right), George H. Elliott & Co., Chicago.
- 26.—John Frangoulis, president, Madison Pkg. Co., Madison, Ill., taking a minute for a chat with B. M. Morse, technical sales, Corn Products Sales Corp.
- 27.—Otto G. Arnold (right), proprietor, Sanitary Sausage Co., Minneapolis, teams up for a photo with Leo Weglein, S. Oppenheimer & Co., Chicago.

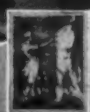
today and do the job that some of these experienced boys have been doing.

Now what am I talking about? I am talking about a policy that would reasonably assure the nation of maximum production, whether in the field, feedlot or dairy barn. I have little patience with some of these policies that are being suggested from metropolitan areas and from some men in high places, that young and older inexperienced people constitute the reservoir

from which this experienced help may be drawn. I am not talking about the rank and file of labor. I am talking about that key fellow on the farm around whom the plant operates.

Then there is a more serious aspect that I ask you business men to think about. We are told that there will be a very large curtailment in raw materials for the manufacture of agricultural implements next year, and that there will be a substantial reduction in

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raw materials for farm machinery repairs. Who is going to take the best care of machinery and get the most out of it? The boy who understands, or the inexperienced man, without someone to direct and supervise him and watch all of the fine points?

Add it all up and it presents a serious problem. I have suggested what I thought should be done. Bring around the council table representative business leaders from all groups—military, industrial, labor and agricultural—and decide how we can allot the total manpower in a well-coordinated, balanced program so that we can do our utmost as a nation to meet the number one problem of America, winning the war.

### Farm Wives Have Jobs

We hear a lot of talk about how the women must do the work out in the rural areas. I said last night to a very large gathering in Bloomington that I resent those suggestions. I repeat it here. Nearly all of those suggestions are coming from folk who know very little about the life on the average American farm. I submit to every one of you who may have had earlier days upon the farm, what group of women in America work as hard as the rural women? They feed hungry men and do their own cooking and their own housework, mostly their washing and their ironing. They raise chickens and they are largely responsible for raising the garden. They can the stuff from the garden and the orchard. Too many of them mow the yard—if it is mowed. There are not as many flowers there as they want because they can't find time to take care of them.

They will help, yes, but not until the situation gets so serious that we commence talking about the banker's wife going down to keep the books, and the bricklayer's wife going down to help carry the mortar, and your wife helping you in your business, am I going to be a party to calling upon the farm women of this nation to raise the food for the people of the world.

Now to whom does that apply? The farmer? Yes, insofar as he desires to do his utmost in response to the nation's need in the production of food. To you gentlemen? Yes. You are interested in volume, both from the standpoint of operation, and to do your own part. However, the real problem confronts consumers, and it is high time that we awakened to the importance of real skill on the farms where the commercial production is taking place. We should recognize it for what it is worth, and what it means to America, and what it means to speeding up ultimate victory.

I said in my opening remarks that I recognized you had problems which, indirectly if not directly, were problems of the farmer. Farmers are not going to try to solve your problems, any more than we expect you to take the initiative in solving ours. However, throughout all the years, I have believed that most of our great economic questions and problems are not problems of particular

groups—that what we need in America is a balanced economy. We mustn't destroy the profit motive, even though it is unpopular to say so these days. It was the thing that gave me the go-ahead sign as a young boy, and I haven't forgotten it.

I am not talking about abnormal, or advantageous profits, or conniving to take advantage of someone else. We are fighting throughout this world to preserve for other peoples the opportunities of self-government. We mustn't lose sight of the importance of protecting them at home. While millions of boys, the flower of American manhood, are away from home, we must be very careful to prevent foreign "isms" from taking root in America. To that end I have no hesitancy in pledging the full support of the American farmers with you, and with every other citizen of this country, in doing our utmost toward winning the war, and doing it fairly and honestly. First, we must realize our responsibility in the field of production and in ensuring fair treatment for all groups.

Boiled down, it merely means this: That the greatest thing we can do on the home front is to give and take, and fairly solve our domestic problems, so that we can have the highest possible degree of morale in the people at home.

CHAIRMAN HORMEL: Mr. Smith, you say that you do appreciate that we have problems in the packing business. I think you should appreciate that. I don't believe that you and the multitude of livestock growers you represent should be able to contemplate your own problems without realizing that we have them too, and, conversely, I don't think we should be able to contemplate our problems, such as trying to keep our plants and our productivity up, without realizing that you have your problems. We should also realize that we are one industry; that our problems are to a considerable degree mutual problems, and that is why we are glad to have you here today.

Gentlemen, as we look at each other, we can contemplate a year in which we will have to arrange for the flow of about three-quarters of 24 billion lbs. of meat. That is the problem we face. There is one agency in the government that is going to have to do one-third as much as we will have to do all together in arranging the flow of this meat. That agency, as you know, is headed by Murray Morgan. Murray, you have a problem. Tell us about it.

### BUSY VISITORS

(Upper): Vice President Joe Seeley and President R. J. Gunderson, Roberts & Oake, Chicago, made the rounds together.

(Lower): Business was forgotten and old times recalled when F. W. Kurk, research and technical department, Wilson & Co., Chicago, and R. E. Vissman, president, C. E. Vissman & Co., Louisville, got together, for they were boyhood friends in the Kentucky city.

## Livestock Supplies Now Huge; Further Gains to be Slow

MURRAY T. MORGAN: I am sure he has over-estimated my responsibility as well as my capabilities. It so



M. T. MORGAN

happens that the subject assigned to me is the "Outlook for Livestock Supplies," and it is rather remotely connected with the problem of disposition of those products.

This convention every year receives figures from the Department of Agriculture on prospective supplies of livestock. The industry uses the figures

to determine what their processing, storage and sales policies should be throughout the year. This year many of those problems will be removed by the new order of things. That is one reason why it is not so necessary that these figures be presented by people who are really experts in the field of analyzing livestock supplies. Compared with Messrs. Harlan, Burmeister and Preston Richards, my ability to analyze these things is recognized both by myself and others.

I feel about as inadequate in the situation as I do when I discuss some of the scientific problems connected with meat dehydration. I had lunch today with the two gentlemen from Great Britain who are here on the meat dehydration problem. In our discussions I asked whether there were any bugs in a certain process. One of the gentlemen said, "Bugs?" I said, "I didn't mean bugs in the bacteriological sense. I don't know just what term to use, but





## THEIR SPECIALTY IS LIVESTOCK

1.—The buying group of the Kennett-Murray organization (l. to r.): C. J. Renard, Indianapolis, R. J. Colina, Cincinnati, T. L. Murray, Nashville, A. R. Hostetter, Dayton, and P. R. Whiting, Ft. Wayne.

2.—W. J. Embree (left), agricultural representative, N. Y. Central system, Columbus, O., Otto V. Moesch, gen. supt. of N. Y. Central stockyards, Buffalo, and E. H. Anderson, manager stockyards, N. Y. Central system, Rochester, with Edgar Danahy, president, Danahy Pkg. Co., Buffalo.

3.—Charles R. Rice (left), president, National Live Stock Exchange, and George Reneker, Chicago commission man.

4.—C. G. Cook, Miles, Ia., farmer, with Walter Bornholdt, Chicago cattle buyer, who won the guessing contest on the big sausage.

5.—H. W. Farr, livestock feeder, Greeley, Colo. (left), and L. F. Swift, livestock buying dept., Swift & Company.

6.—A pair of livestock buyers from the National Stock Yards—W. S. Potts (left), and B. D. Murphy.

perhaps I should say 'technical difficulties.'

Many of the problems of livestock supply, as they are related to the thing you are most interested in—the final sale and distribution of the product—have already been presented and answered by the speakers on different subjects. You have seen the finished picture as outlined by General Hardigg, Mr. Rowe and other people who have presented the government's plans and viewpoints. So with those shortcomings, I should like to place in the record what we think, in the Department of Agriculture, are the figures on livestock supplies.

Nearly a year has elapsed since the full impact of this global war hit our country. During that period all of us have been confronted with a series of new and ever changing problems. It is impossible to foresee what conditions will arise during the coming year but it seems reasonable to expect that many new and complicated problems will present themselves for solution.

### Farms Prepared for War

A year ago, perhaps only a few foresaw that the meat industry would be operating under ceiling prices today, although the possibility of some such measure had been suggested. Nor did many foresee the rationing of meat to civilians, the limitation order being put into effect, or priorities on all strategic materials. These are only a few of the perplexing problems that have received attention during the past 10 months.

History reveals that democracies, as a group, are poorly prepared for war when it becomes necessary for them to defend their type of government. It is not for us to appraise the extent of our preparation along military lines as of December 7, 1941, or the progress that has been made in the conduct of the war since that date. We are in a position,

however, to appraise our preparedness from the standpoint of agriculture and the production of meat. This is a topic we can discuss without fear of giving aid or comfort to our enemies.

Fortunately, meat production, specifically, and production of food in general, were in a strategic position when we were attacked last December. The cattle population in the United States, following several years of dislocation because of economic conditions and droughts from 1930 to 1936, had been increasing since 1938. On January 1 of this year cattle numbers reached an all-time high of about 74.6 million head. Our stock sheep population of more than 49 million head was the largest in over 50 years. The number of hogs on farms

at the beginning of this year was approximately 60.5 million head, an increase of more than 6 million head from a year earlier and an increase of more than 20 million head from the low level of hog numbers on January 1, 1935. There was great satisfaction in the response of farmers for increased production of livestock, as was revealed in the 17.5 per cent increase in the fall crop of pigs in 1941 as compared with 1940, and the increase of 25 per cent in the spring pig crop of this year.

Meat production in 1941 established a new record. Meat production for the first nine months of this year has been approximately 15 per cent greater than for the corresponding period of the preceding year. This situation, in view



of the unprecedented demand for meat, must be recorded as one of the fortunate circumstances of the war.

The facilities of the meat packing industry have been sufficiently large and flexible to process these record quantities of meats without extraordinary effort. All of us realize, though, that much planning and thought preceded and accompanied this attainment. The time may not be far distant, however, when the volume of livestock to be slaughtered and processed will be so large as to place considerable strain on the facilities of the packing industry. I refer to the months immediately ahead when the industry will be called upon to slaughter and process the record 1942 spring crop of pigs, totaling 62 million head.

Large requirements for meat have emanated from many sources. Demands for our armed forces, because of a rapidly expanding Army and Navy, have been large and will continue to increase. Lend-lease purchases of meats for shipment to our Allies have been large and doubtless will become larger. These represent what might be considered the extraordinary demand for meat before we even consider the pressure of civilian demand at ceiling prices. With the national income at an all-time high, estimated at from \$115 to \$120 billion, meat demand for civilian consumption has been so great that measures to control consumption have been necessary.

### Huge Hog Kill Coming

In the marketing year just ended, hog slaughter under federal inspection totaled approximately 52.5 million head. Considering the increase of 25 per cent in the spring pig crop, and the prospective increase of 22 per cent in the fall pig crop as indicated by the intentions of farmers reported in the June pig crop report, the total pig crop for the calendar year will be approximately 105 million head. Hog slaughter under federal inspection for the 1942-43 marketing year, should approximate 65 million head. If this level of slaughter is attained it will exceed the previous record slaughter of 1923-24 by approximately 11 million head. Total commercial wholesale hog slaughter for the 1942-43 marketing year may exceed 90 million head.

The probable distribution of slaughter during the months ahead always is of special interest. One of the questions in the minds of many people is whether hogs will be marketed in an orderly manner over the next five months, or whether the large corn crop, together with the very favorable hog-corn feeding ratio, will result in hogs being marketed later than usual.

Should the latter condition prevail, serious consequences might result from unusually heavy supplies of hogs in the peak months of December and January. The Department is particularly anxious that as many hogs as possible be finished early, and that marketings of hogs be distributed throughout these coming months to avoid the possibility

of a glutted market in any one month. To this end it has asked the cooperation of packers and marketing agencies.

The limitation order on meat issued by the OPA is a factor that must be considered. If packers are limited to selling a given quantity of their meat for civilian consumption, a market must be provided for that quantity remaining after military requirements have been fulfilled. This will necessitate close cooperation on the part of the industry and those responsible for the government buying program.

### Favorable for Hog Feeding

The feeding situation with respect to hogs is slightly more favorable than a year ago, which would tend to make marketings later than usual. On the other hand, the uncertainty with respect to placing ceiling prices on livestock, together with the campaign to market hogs earlier than usual, may overcome the tendency toward late marketing and result in a distribution somewhat similar to last year.

On the basis of our studies, we expect an inspected slaughter of approximately 19 million head during the first quarter of the 1942-43 marketing year, and from 22 to 23 million head during the January-to-April period, or a total inspected slaughter of from 41 to 42 million head for the October-April seven-month period. On the basis of an estimate of 65 million head for the marketing year, this would mean marketings of approximately 23 to 24 million head during the May-September five-month

period. Weights of hogs may average higher than in 1941-42.

The picture with respect to slaughter supplies of hogs during the next several months seems rather clear, but by comparison prospects for slaughter supplies of cattle appear somewhat less certain. Normally, cattle feeding is extensive in years of large corn crops and correspondingly large supplies of other feed grains and of roughages. This year many factors in addition to supplies of feed enter into the picture.

Cattle slaughter last year was 12 per cent larger than in 1940. For the first eight months of this year cattle slaughter averaged 15 per cent greater than for the same months of the preceding year. These increased supplies of cattle reflect the increase in cattle numbers since 1938. Over the period of the past two years the increase in calf slaughter has been small relative to that of cattle slaughter. Last year calf slaughter increased only 2 per cent over the preceding year, and for the first eight months of this year, the inspected slaughter of calves was 4 per cent greater than in 1941.

### Steer Slaughter Heavy

Slaughter of cattle last year was nearly 1.2 million head larger than in 1940, and this year the expected slaughter of 12.4 million head will exceed the slaughter of last year by approximately 1.5 million head. Despite the heavy slaughter of cattle this year, numbers of cattle on farms January 1, 1943, may show some increase. Slaughter of cattle is expected to continue large next year.

Slaughter of both steers and cows in 1942 has been substantially larger than that of last year but the increase in steer slaughter over a year ago is approximately double that of cows. A large part of the increase in steer slaughter this year can be attributed to unusually heavy marketings from feedlots, representing, in part, liquidation during the summer because of the uncertainty that developed over the prospect of establishing ceiling prices on live animals. On April 1, cattle on feed in seven Corn Belt states showed a decrease of 2 per cent as compared with a year earlier, and on August 1 the number of cattle on feed in those states was 19 per cent smaller than a year earlier.

The number of cattle that will be fed next year as compared with this year is as yet uncertain. Last year, when range conditions were unusually good, the movement of stocker and feeder steers into feedlots was late relative to other years. This year range conditions again were much better than average although not so good as last year. Consequently, there may be a substantial late movement of stocker and feeder cattle. Prospects do not indicate wide feeding margins this year, although the relationship of feeder cattle prices to prices of feeds and of slaughter cattle are no more favorable than in some recent years. Because of the broad demand for some



YOUNGEST CONVENTIONEER

So far as can be learned, the honor goes to Richard Gwyn Davies, 1½ years old, son of Aled Davies of the staff of the American Meat Institute.

grades of beef for the armed forces, we may see a substantial change in cattle feeding operations this year. Perhaps feeding to heavy weights and high degrees of finish will be reduced and more cattle will be fed large quantities of roughages than in other recent years.

Shipments of stocker and feeder cattle, including calves, from public stockyards during July and August were 20 per cent larger than a year ago, and only 3.5 per cent smaller than the unusually large shipments during those months in 1940. There are indications that shipments continued large during September. Shipments of stocker and feeder steers into seven Corn Belt states during July and August were 9.5 per cent larger than a year earlier, but were considerably smaller than for those months in both 1938 and 1939. It is possible that there may be considerable shift in cattle feeding as between states this year, but indications are that a large number of cattle will be fed again this year.

Lamb slaughter last year, totaling approximately 18 million head was 4.5 per cent larger than during the preceding year, reflecting the record lamb crop of 1941. This year the spring lamb crop was 2.0 per cent smaller than a year ago, but the inspected slaughter for the eight months since January has been slightly more than 7 per cent larger than a year ago. Slaughter this year may reach 19.5 million head. These figures alone would indicate some liquidation of breeding stock, including ewe lambs.

### Lamb Contracting Slow

This premise is supported by the fact that the slaughter of sheep since May has been large relative to that of other recent years. In August sheep comprised one-sixth of the inspected slaughter, the highest for any month since May 1926. Labor shortage is stated as the reason for the reduction of range flocks. Because of favorable range conditions which will result in a relatively large proportion of range lambs coming to market in slaughter condition, and reports that large numbers of lambs have been acquired for wheat-field grazing, it seems likely that sheep and lamb slaughter will continue large for the remainder of the year.

Contracting of feeder lambs in volume did not get under way until August. Lamb feeders had been hesitant until after the freeze order on wholesale and retail prices of lamb was announced by the Office of Price Administration. Following that action contracting was active until early September when prices of slaughter lambs declined sharply in response to large supplies. Since then prices of slaughter lambs have strengthened somewhat and demand for feeder lambs has again become fairly active.

Shipments of feeder sheep and lambs from public stockyards in July and August were 18 per cent greater than a year ago. The percentage increase reported going into the seven Corn Belt states, however, was only 2.5 per cent.



### YES, THEY'RE ALL FROM MORRELL!

From west of the Mississippi came the Morrell men en masse. In upper photo are (l. to r.) H. F. Veenker, general superintendent of all plants, C. I. Sall, superintendent, Sioux Falls plant, H. C. Morris, Ottumwa superintendent, and J. V. (Dick) Snyder, superintendent at Topeka.

The lower photo shows (seated) H. E. Allison, purchasing agent at Topeka, Dr. C. E. Gross, chief chemist, Ottumwa, and F. W. Rogers, production engineer, Topeka. Standing are R. W. Ransom, assistant to the vice president at Ottumwa, E. E. Keller, sausage foreman and W. W. McMahan, curing foreman, Topeka, and Dr. C. R. Stumbo, research bacteriologist and chemist, Ottumwa.

It now appears probable that the peak of the sheep cycle has been reached and that numbers on farms next January will not be as large as on January 1 of this year.

On the basis of a 22 per cent increase in the fall pig crop, together with a possible increase of 5 to 10 per cent in the 1943 spring pig crop, the production of pork in the calendar year 1943 will continue at record levels. The indicated increase in the spring pig crop of 1943 would result in heavier marketings of hogs late in the year than are anticipated this year. Assuming no important change in the weight of hogs

in 1943, it is probable that the production of pork under federal inspection for that year will reach the unprecedented total of 9 billion lbs. as compared with the estimate for 1942 of about 7.7 billion lbs. Lard production in 1943 may exceed 2 billion lbs., an increase of between 300 and 350 million lbs. over the expected production under federal inspection for 1942.

Obviously, there are limitations in hog production with respect to areas and it is probable that maximum hog production has about been attained this year in some states. With further expansion in hog production in other states, how-



ever, feed production and physical facilities may also be expanded or used to better advantage. Expansion in hog production from present levels will be at a much slower rate than during the past 18 months.

Cattle production, also, is expected to continue at a high level. Slaughter statistics indicate that calves are being retained for herd building and production purposes. Many producers have taken advantage of the high market prices during the past several months and culled their herds. This should result in more efficient production. Cattle slaughter in 1943 may reach 13.5 million head, an increase of 1 million head over this year.

Calf slaughter next year is expected to reach 6 million head. Average dressed weights of cattle in 1943 probably will be lighter than this year and average dressed weights of calves, also, may be slightly lighter. Despite this expected decrease in dressed weights, the production of both beef and veal will be greater than for this year.

#### OBLIGING CAMERA SUBJECTS

- 1.—John J. Gleason, Chill-Cold Manufacturing Co.
- 2.—J. M. De Vine, vice president, American Pkg. & Prov. Co., Ogden, Utah.
- 3.—B. W. Thayer, sales manager, Stein-Hall Mfg. Co., Chicago.
- 4.—Carl Falter, supt., Herman Falter Packing Co., Columbus, O.



As previously indicated, some liquidation of sheep and lambs appears to be in progress, which probably will result in some reduction in slaughter next year. The inspected slaughter of sheep and lambs this year is expected to total approximately 19.5 million head, but may not exceed 19 million head next year.

Total meat production under federal inspection in 1943 may reach 17.5 billion pounds as compared with an expected production of 15.7 billion pounds during 1942.

#### More Convention Personalities Caught by the Camera Lens



#### STOPPED FOR A FLASH

- 1.—Seward C. Frazee, vice president, Wilson & Co., Chicago.
- 2.—Frank Wardynski, Frank Wardynski & Son, Buffalo, N. Y.
- 3.—Harry Gleason, Griffith Laboratories, Chicago.
- 4.—A. C. Flothow, Everhot Manufacturing Co., Chicago.
- 5.—William Micheal, sausage supt., Bartlow Packing Co., Rushville, Ill.
- 6.—S. E. Strahan, Griffith Laboratories, Inc., Atlanta, Ga., territory.

- 1.—Douglas Doolittle, advertising counselor for Korrek Kutting Mfg. Co., Glen Ellyn, Ill., with vice president Phil Ganzhorn and president Charles S. Ganzhorn.
- 2.—This smiling trio is (l. to r.) B. E. Seaman, Westlang Engineers, special Chicago section, A.S.R.E., J. A. Heinzelman, president, Buildice Co., and F. J. McCullough, Cherry Burrell Corp.
- 3.—Coming in from the chilly outdoors are (l. to r.) Murray Slaughter, Sam Harris Co., Indianapolis, Leonard Derleth, Derleth Sausage Co., Indianapolis, Frank Novak, Sam Harris Co., and Mr. and Mrs. Sam Harris.
- 4.—From Denver, Colo., came (l. to r.) Freeman Pepper, co-partner in Pepper Pkg. Co., Miss Nessie Block, A. M. Heller, vice president H. & M. Pkg. Co., and S. M. Goldberg.
- 5.—This group of southern packers includes J. L. McDonald, general manager, J. A. Baker Pkg. Co., Asheville, N. C., J. H. Fowlkes, general superintendent, Florence Pkg. Co., Florence, Ala., and W. P. Braun of R. L. Zeigler, Bessemer, Ala.
- 6.—In this foursome (l. to r.) Frank X. Fox, order buyer, E. St. Louis, Harry A. McConnell, supt. Laclede Pkg. Co., St. Louis, Bart D. Murphy, Hagger & Murphy, order buyers, E. St. Louis, and F. G. Hauesermann, chairman, Laclede Pkg. Co.
- 7.—Leonard and Phil Hantover, vice president and president, respectively, of Phil Hantover, Inc., Kansas City, Mo., were another son-and-father convention pair.
- 8.—C. M. Lee, general supt., Little Rock Pkg. Co., Little Rock, Ark. (left), and L. L. Lauck, sales manager.
- 9.—Milt Goldberg (left), president, Premier Casing Co., Dan Summer, vice president and treasurer, and J. Hax, sales representative.
- 10.—Resting in the lobby of the Drake are Frank N. Davis, *The National Provisioner*, W. A. Gebhardt, Advanced Engineering Corp., Milwaukee, and H. B. Howe, Howe Ice Machine Co.
- 11.—These men know their canning busi-

- ness. They are (l. to r.) Wm. Kruger, supt. of canning, Wilson & Co., and G. V. Hallman and H. S. Happ, Continental Can Co.
- 12.—M. Walter, vice president, National Pkg. Co., Chicago, and Al Klopot, secretary, with B. B. Trotter, manager beef dept., Hunter Pkg. Co., St. Louis.
- 13.—In front of registration desk are (l. to r.) Al Shapiro, president, Granite State Pkg. Co., Manchester, N. H., John J. Dupps, John J. Dupps Co., Cincinnati, and Jacob Foster II, president, Foster Beef Co., Manchester, N. H.
- 14.—L. F. Lyman, supt., Cloverdale Products, Mandan, N. D., and W. R. Russell, general manager.
- 15.—Joe G. Guzowicz, Franklin Pork and Prov. Co., Inc., Brooklyn, N. Y., and Louis Rosmarin, Preservaline Mfg. Co.
- 16.—H. Smith Wallace (left), *The National Provisioner*, chats with Miss F. MacGillis and Ed Schoenthaler of H. P. Smith Paper Co.
- 17.—This "strictly business" photo shows (l. to r.) E. V. Theobald, general manager, Abraham Bros. Pkg. Co., Memphis, C. E. Dorman, Boston broker, and Ray E. Drenner, Abraham Bros.
- 18.—Carl Schwing, sr., Cincinnati Butchers' Supply Co., entertains (l. to r.) Mrs. F. E. Wernke, wife of the president of Louisville Prov. Co., Mrs. Walter Hammann, wife of representative of Cincinnati Butchers' Supply Co., and Mrs. Schwing.
- 19.—R. S. George, vice president, Mikolite Sales Corp., St. Louis, and R. W. Rice, president, Mikolite Co., Kansas City.
- 20.—Walter F. Lee (left), De Wied Casing Co., Sacramento, Mrs. Lee, Mrs. A. De Wied, owner, and Harry Bobsin.
- 21.—Leo Farrell, lamb buyer, Wilson & Co., with Lee Hess, Moog & Greenwald, and Arthur Davis, Ed Davis & Co., N. Y.
- 22.—L. L. Lauck, Little Rock Pkg. Co., Little Rock, Ark., and C. M. Lee of the same company.
- 23.—President Sol. J. Lupoff, Hamburg Casing Co., confers with Ben Lupoff, vice president of the company.



## Institute Officers Re-Elected; Board is Enlarged to 33

**CHAIRMAN HORMEL:** The first order of business at this business session is the report of the treasurer.



**H. H. MEYER**

**H. H. MEYER:**

The Institute's fiscal year closed on September 30, 1942, just one day before the annual convention. For this reason it has been impossible for an audit to be made of the Institute's accounts, and for a formal report to be made at this time. Martin Johnson and Co., certified public accountants, will make their annual audit shortly, and it is my recommendation that the auditor's report be referred to the executive committee of the board as soon as it is available.

I might add that the finances of the Institute are in a very satisfactory condition as shown by the reports received by your treasurer and the executive committee of the board of directors.

**CHAIRMAN HORMEL:** Shall the treasurer's report be approved?

*A motion to approve the report was seconded and carried.*

**CHAIRMAN HORMEL:** The next order of business is the report of other committees. Roy Howland of the nominating committee.

**ROY HOWLAND:** At the meeting of the nominating committee held Sunday, the committee discussed at length the need to expand the board of directors and the executive committee to provide for six additional members of the board and four additional members of the executive committee. As a result of this decision, the nominating committee recommends an amendment to the constitution as follows:

**BE IT RESOLVED:** That Article 4 of the constitution of the American Meat Institute be amended to increase the number of members of the board of directors from 27 to 33, and to increase the number elected each year from 9 to 11, and to increase the number of members of the executive committee of the board of directors from 11 to 15, effective immediately.

The nominating committee discussed this proposal fully and feels very

strongly that the amendment to the constitution should be adopted by the convention. I presented the recommendation which the nominating committee had decided to make to the board of directors at its meeting yesterday and asked the board for support for this recommendation, which was unanimously accorded. The recommendations come before you with the endorsement of both the nominating committee and the board.

We realize that the board of directors should not become too large so as to become unwieldy. However, we feel that this expansion will not increase the membership of the board beyond a good workable size and yet gives opportunity for a needed and proper expansion. I therefore move the adoption of this amendment to the constitution.

*It was moved that the rules be suspended and that the chairman of the committee be authorized to cast the unanimous vote of all present for the amendment. The motion carried and it was so ordered.*

**ROY HOWLAND:** Following is the report of the nominating committee:

*Mr. Howland then read the list of those nominated by the committee and each was placed in nomination. It was then moved that the rules be suspended and that the chairman be instructed to cast a unanimous ballot for the officers and directors nominated. This motion was seconded and carried and the following officers and directors were elected:*

**CHAIRMAN OF THE BOARD.**—George A. Schmidt, Stahl-Meyer, Inc., New York.

**PRESIDENT.**—Wesley Hardenbergh, Chicago.

**VICE CHAIRMEN:** E. A. Cudahy, jr., Cudahy Packing Co., Chicago; Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn.; Chester G. Newcomb, Cleveland Provision Co., Cleveland, Ohio; Robert Swanston, C. Swanston & Son, Sacramento, Calif.; Frederick A. Vogt, F. G. Vogt & Sons, Inc., Philadelphia, Pa., and W. F. Schludenberg, Wm. Schludenberg-T. J. Kurlde Co., Baltimore, Md.

**TREASURER:** H. Harold Meyer, H. Meyer Packing Co., Cincinnati.

**DIRECTORS** (terms expire 1945): Geo. A. Billings, Cudahy Brothers Co., Cudahy, Wis.; G. W. Birrell, Ch. Kunzler Co., Lancaster, Pa.; A. W. Brickman, Illinois Meat Co., Chicago, Ill.; G. L. Childress, Houston Packing Co., Houston, Texas; Louis W. Kahn, E. Kahn's Sons Co., Cincinnati, Ohio; H. A. Mady, Carstens Packing Co., Tacoma, Wash.; Walter E. Reineman, Fried & Reineman Packing Co., Pittsburgh, Pa.; R. G. Thomas, Lima Packing Co., Lima, Ohio; Harley D. Peet, Peet Packing Co., Chesaning, Mich.; W. R. Sinclair, Kingan & Co., Indianapolis, Ind., and G. F. Swift, Swift & Company, Chicago, Ill.

Six new members were elected to the board of directors—two for a one-year term; two for a two-year term and two for a three-year term. Their names will

be found on the lists of directors, but are repeated below:

**One-Year Term,** J. F. Krey, Krey Packing Co., St. Louis, Mo., and Oscar Emge, Emge & Sons, Fort Branch, Ind.; **two-year term,** E. D. Henneberry, Hull & Dillon Packing Co., Pittsburg, Kans., and Walter Seiler, Karl Seiler & Sons, Philadelphia; **three-year term,** R. G. Thomas, Lima Packing Co., Lima, O., and Harley D. Peet, Peet Packing Co., Chesaning, Mich.

**EXECUTIVE COMMITTEE:** The executive committee of the board, with new members, is as follows:

E. A. Cudahy, Cudahy Packing Co., Chicago; George A. Eastwood, Armour and Company, Chicago; T. Henry Foster, John Morrell and Co., Ottumwa, Ia.; E. D. Henneberry, Hull & Dillon Packing Co., Pittsburg, Kans.; Frank A. Hunter, Hunter Packing Co., East St. Louis, Ill.; Oscar G. Mayer, Oscar Mayer & Co., Chicago; Harley Peet, Peet Packing Co., Chesaning, Mich.; John W. Rath, Rath Packing Co., Waterloo, Ia.; George A. Schmidt, Stahl-Meyer, Inc., New York; W. R. Sinclair, Kingan & Co., Indianapolis, Ind.; Samuel Slotkin, Hygrade Food Products Corp., New York; G. F. Swift, Swift & Company, Chicago; R. G. Thomas, Lima Packing Co., Lima, O.; Thomas E. Wilson, Wilson & Co., Inc., Chicago, and Wesley Hardenbergh, American Meat Institute, Chicago.

**DIRECTORS:** The following directors' terms expire in 1944: George A. Eastwood, Armour and Company, Chicago; T. Henry Foster, John Morrell and Co., Ottumwa, Ia.; E. D. Henneberry, Hull & Dillon Packing Co., Pittsburg, Kans.; D. R. Howland, Miller and Hart, Chicago; Frank A. Hunter, Hunter Packing Co., East St. Louis, Ill.; O. B. Joseph, James Henry Packing Co., Seattle, Wash.; Frank Kohrs, Kohrs Packing Co., Davenport, Ia.; David G. Madden, East Tennessee Packing Co., Knoxville, Tenn.; William H. Moffat, H. Moffat Co., San Francisco, Calif.; Lorenz Neuhoof, Jr., Neuhoof, Inc., Salem, Va., and Walter Seiler, Karl Seiler & Sons, Philadelphia.

The following directors' terms expire in 1943: John B. Cook, Cook Packing Co., Scettsbluff, Neb.; S. P. Cornelius, Cornelius Packing Co., Los Angeles, Calif.; Oscar Emge, Emge & Sons, Ft. Branch, Ind.; J. F. Krey, Krey Packing Co., St. Louis, Mo.; Oscar G. Mayer, Oscar Mayer & Co., Chicago; J. C. Peyton, Peyton Packing Company, Inc., El Paso, Tex.; John W. Rath, Rath Packing Co., Waterloo, Ia.; Samuel Slotkin, Hygrade Food Products Corp., New York, N. Y.; Frederick M. Tobin, Rochester Packing Co., Inc., Rochester, N. Y.; P. E. Tovrea, Tovrea Packing Co., Phoenix, Ariz., and Thomas E. Wilson, Wilson & Co., Inc., Chicago.

Following the election of the foregoing list of officers and directors, the business session of the meeting came to a close. The annual banquet having been held on Monday night this year, completion of the business session marked the official conclusion of the thirty-seventh annual convention.



**R. HOWLAND**



# DINNER AND MEETINGS





**Thirty-Seventh Annual Banquet of the American Meat Institute**

Held at the Palmer House, Chicago; October 5, 1942. Address by Claude R. Wickard, Secretary of Agriculture



## Secretary Wickard Addresses Packers

**T**RADITION was broken this year when the annual dinner, which usually closes the five-day sessions of the American Meat Institute convention, was held on Monday evening, October 5, in the ballroom at the Palmer House.

The dinner had a business and semi-martial air this year with Army and Navy officers in uniform intermixed with meat industry executives and leaders in manufacturing, banking, transportation, education, agriculture and retail and wholesale trade, all dressed in business clothes.

The address of the evening was made by Claude R. Wickard, Secretary of Agriculture of the United States. Secretary Wickard praised the emergency advertisements of the American Meat Institute which appeared in newspapers all over the nation following the announcement of restrictions on delivery of meat to the civilian market and the imposition of voluntary meat rationing.

He stated that the meat industry's salesmen and advertising experts are key people in helping the public share the meat fairly at 2½ lbs. per person per week and declared that the voluntary reduction in meat consumption was receiving public approval.

### Industry Cited for Service

Secretary Wickard also thanked the meat industry for its splendid service in meeting the demands of the armed forces and lend-lease. He noted that it had accomplished much in the face of an unusual price situation and restrictions on operating materials and equipment. Secretary Wickard's full address begins on page 118.

More than 1,150 persons, a record number, attended the annual banquet and were seated at over 150 small tables and two long speakers' tables in the ballroom at the Palmer House. A typical Army meal was served, consisting of vegetable soup, chuck roast, potatoes, salad, green beans, coffee and pumpkin pie.

A concert orchestra and vocalist furnished a pleasant musical background while the guests were dining. A choir from the U. S. Naval Training Station,



### WICKARD SPEAKS AT BANQUET

Claude R. Wickard, Secretary of Agriculture, delivering his address before the thirty-seventh annual convention in the grand ballroom of the Palmer House.

Great Lakes, Ill., sang several inspiring hymns and a number of service songs.

George A. Schmidt, chairman of the board of directors of the American Meat Institute, presided and welcomed guests at the dinner. In introducing Secretary Wickard as speaker of the evening, chairman Schmidt made the following remarks:

**CHAIRMAN SCHMIDT:** We have just enjoyed a typical army meal, and you will agree, I am sure, that our boys in the armed forces are getting good food. The problem of providing the needed increased production of food

### BANQUET KEYED TO WAR

(See upper photo.)

Packers, industrial leaders and representatives of the armed forces were seated at the speakers' table at the annual banquet, typifying the cooperation of the meat packing industry and all business with the government in the war effort.

has been and is being conducted with masterly efficiency and dispatch. Credit for the success of this magnificent program goes chiefly to the American farmer and to the Secretary of Agriculture of the United States.

Two years ago, Secretary Wickard started a move to increase our food supplies. That move makes it possible today, for the United States to supply the heavy demands of our civilian population and our armed forces, and the equally important requirements of our allies, on a scale which none but he foresaw.

### A Farmer in Own Right

Secretary Wickard rose to his present international stature from a central Indiana farm which has been in his family for more than a century. His expertness as a farmer is demonstrated by the fact that he is not only a farmer—he is a crop and hog farmer. It is no military secret that hams from the Secretary's hogs are the tenderest and tastiest of all. As a matter of fact, that's the truth. An added fact which will be of interest to us all is that the Secretary, by his formulas, drawn up by the experts of all agricultural experimental stations in the United States, is a man who regularly gets 300 lbs. of hog in seven months.

Secretary Wickard's close connection with the livestock branch of the meat business gives him a keen, appreciative and sympathetic understanding of the meat packing industry. With him at the helm, we are assured of serious consideration and practical guidance with the many problems which we take to the Department of Agriculture for counsel. With Secretary Wickard at the head of that department, our industry has the hope and confidence essential to progress.

Our speaker prefers to talk informally to us and I know you will want me to tell him that he may use his own discretion as to subject and time. Ladies and gentlemen, we are honored to have as our guest speaker, our friend, the Secretary of Agriculture of the United States, the Hon. Claude R. Wickard.

(Turn page for Secretary Wickard's speech.)



## Wickard's Speech

**I**N THIS, the greatest of all wars, nations must concentrate upon the essentials. Our resources must be used toward one end, victory. Production which does not contribute toward



C. R. WICKARD

this ultimate objective must be discarded. The waistline of our civilian economy decreases, as the chestline of our military economy increases. We center upon the things we need, and these things become more and more important.

In the first rank of course, is munitions, and fully as important in many respects, is food.

Without food, as Germany learned during the first World War, munitions become useless, for the strength and will to fight vanish in the face of hunger and weakness.

At the beginning of this war, our food surpluses were such that some people wondered whether food would play the part that it played during the first World War. Very quickly, it became evident that our surpluses were not surpluses but were vital reserves and that the food story was the same as for other necessities—more, more, more. England turned to us for food and so did Russia, and if we had not been able to answer the call, Hitler would have triumphed long ago.

### Meat Instead of Wheat

In the last World War, the demand was for wheat. In this war, meat is the great food weapon. I talked not very long ago, to a man who played a very prominent part in the production and handling of various commodities during the first World War. He was astonished when I told him that we had so much wheat now, we couldn't get it all under cover. That shows how things have changed from the last World War.

Looking over some lend-lease figures the other day, I saw that the total food purchases to date are valued at about one billion dollars. Meat purchases accounted for approximately forty per cent, or about \$400,000,000, while wheat only accounted for \$3,000,000.

From January 1 to August 15, 1942, the Agricultural Marketing Administration, which buys the food for lend-lease account, bought over a billion lbs. of pork, and almost a half-billion lbs. of lard. Most of you know the reasons for this shift from wheat to meat, and I need not detail them here.

All predictions about this war are hazardous, but I see no prospect whatever, that there is going to be a shortage of wheat for some time. Yet already the demand is for more meat, and

the demand is so great that we are putting into effect an order which limits the consumption of meat in the United States. For the last three months of 1942, as you all know, this order will reduce about 21 per cent, over a similar period last year, the amount of red meats available for civilian consumers.

The demand for meat during 1943 will be about three and one-half billion lbs. more than the supply, which incidentally is about 24 billion lbs., and that is by far the greatest meat production this country has ever known, and it is approximately 7.7 billion lbs. more than the average production from 1931 to 1940. The meat limitation order affects every one of you. It means restrictions upon packers, and a lot of extra work and worry. Yet, we are not only confident that you will do all you can to make the limitation order a success, but we are also depending upon you to help acquaint the public with the reasons for the order, and to help your customers share the meat in the way asked by the government.

Your salesmen and your advertising experts are key people in the whole program for helping the public share the meat fairly, at 2½ lbs. per person per week, as requested by the Food Requirements Committee. No one knows the whole picture better than you do, and the packing industry is in the position to help with a real educational job. You have the information, and from past experience, you know how to do the job.

The Food Requirements Committee plans to work closely with you in order that all of us may do the best possible job, and as we can give the people the truth, and they know that it is the truth, they will make our job a comparatively easy one. But if the public doesn't feel that it is a partner in this venture, it is going to be just too bad.

I want to say that I have been very much pleased with the way the public has accepted the reduced meat consumption for civilians in this country.

### THREE OF A KIND

1.—The Cudahy Packing Co. was represented by Gus Robert, manager, canned meats division, J. R. Shipner, research laboratories, and R. E. Janicek, branch house operating department.

2.—Frank C. Raney, purchasing agent for John Morrell, Ottumwa, Harry M. Shulman, secretary and general manager of Hammond Standish & Co., Detroit, and Richard von Schrenk, president, *The National Provisioner*, snapped in the lobby of the Drake.

3.—Conferring are H. C. Homer, superintendent, A. Szelagowski & Son, Buffalo, Robert Foster, assistant manager of eastern sales division, John Morrell & Co., and G. S. Wilson, sausage sales manager of Morrell.

4.—Indiana packers at the convention included W. G. Rockwood, sales manager, Home Packing Co., Terre Haute, Oscar Emge, Emge & Sons, and William Lexier, superintendent, Home Packing Co.

I had a man from New York tell me the other day, that in New York City, there was very wide acceptance, and he said, perhaps less criticism than anything that had been undertaken along this line. I suspect that it is true because American people were given the accurate information before there were too many mis-impressions or misinformation scattered about.

But nothing that I have seen has helped any more than the advertisements of the American Meat Institute, which were displayed in the press last week, and I would like to take this opportunity to thank those people who are responsible for changing that ad to bring out the accurate information that was displayed in that ad, and I hope that this is going to be, and I am sure it is, a demonstration or an example of how the government and big industry are going to work together, to keep these problems before the American people, in their true light.

### His Steak Was Too Big

I have to tell a little story of myself. The other night I came up from the South on the Panama Limited. It is a pretty nice train for a country boy to ride upon. Among other things, they give you a free dinner, and you might know what they offered me, what with my 2½ lbs. per week—a steak dinner. So I said to the waiter, "How big is this steak?" and he began to tell me how large it was, and how much it weighed, and of course he didn't get the



idea that I was hoping he would say it was pretty small, so I would get within my 2½ lbs. One of the men with me called the waiter over to the side and explained who I was, and that I would not be very happy about too large a steak being served on the train, and you never saw anything shrink so rapidly in your life as those steaks.

Now, I know that the production of a hog, a steer, or a sheep is only the first step. The animal must be transported, processed and distributed. Without adequate slaughtering, processing, packaging, and distribution, a record production of hogs, sheep and cattle, which we are going to have this year, would simply spell waste and scarcity, and as a hog farmer, I know that getting the animals ready for market is only the first step in the chain of events which lead to pork chops, ham and sausage on the table. I don't know who gave George Schmidt this information about my 300 lbs. of hogs in seven months. If I knew he was going to make the statement, I would have told him there were some people from Indiana here and that he better cut it down a little.

Tonight, I want to express my appreciation to the packers for their splendid service during this emergency. The demands upon the packing industry have been heavy. You have had to prepare your plants for a record slaughter. You have had to meet demands for new products. You have had to contend with unusual price situations, and thus far you have done the kind of a job that is a testimonial to the American system.

### Industry Has Delivered Meat

During the past year and a half, you have met almost every request of the armed services and lend-lease, even though you had to change steps several times, in order to get it done. For example, the production of canned meat products for lend-lease along in 1942 has tripled the rate of the old canned meat output in 1937, and has doubled the 1940 output. And at the same time, the civilian population has eaten meat at a rate that we have never known in this country.

I have heard some people express a fear that if we asked the American people to reduce their consumption of meat at this time, it might seriously affect the consumption of meat when we have more plentiful supplies. My experience is, and perhaps I am building my statement here too much on my own personal experience, that if I have the money and can get it, I will eat meat.

A few months ago, the production of dehydrated meat was on the small quantity, doubtful quality scale. In 1943, we feel the industry will be producing at the rate of about 60 million lbs. of dehydrated meat annually. One ship can carry as much dehydrated meat as ten ships of the ordinary carcass meat; and 60 million lbs. of dehydrated meat is equivalent to 180 million lbs. of boneless meat.

We wouldn't have nearly as many

# Seated at the Speakers' Table

THE Secretary of Agriculture, officers and directors of the Institute, other meat industry leaders, officers of the U. S. armed forces, educators and distinguished heads of leading banks, newspapers, railroads and other industrial companies filled the two great tables extending the length of the banquet hall. The tables are shown in the photograph on page 116.

Guests seated at the front speakers' table, from left to right as viewed from the audience, were:

### TABLE I

WARD C. MAYBORN, assistant to publisher, *The Chicago Sun*.  
A. W. BRICKMAN, member, board of directors of Institute, and vice president of Illinois Meat Company.  
COMMANDER L. A. KETTERER, Supply Corps, U. S. Navy, Retired (representing Rear Admiral John Downes, U. S. Navy).  
M. F. STOKES, president and general manager, Chicago & Western Indiana Railroad Co.  
CHESTER G. NEWCOMB, member, board of directors of Institute, and president of Cleveland Provision Co.  
J. FRANK GRIMES, president, Independent Grocers' Alliance Distributing Co.  
FRANK KOHRS, member, board of directors of Institute, and president of Kohrs Packing Co.  
W. A. PATTERSON, president, United Air Lines.  
HAROLD H. SWIFT, chairman of board of trustees of the University of Chicago, and vice chairman of board of Swift & Company.  
FRANK MCNAIR, vice president, Harris Trust & Savings Bank.  
H. HAROLD MEYER, member, board of directors of Institute, and president of H. H. Meyer Packing Co.  
WILLIAM C. CUMMINGS, president, Drovers National Bank.  
D. R. HOWLAND, member, board of directors of Institute, and president of Miller and Hart, Inc.  
LAURANCE ARMOUR, chairman of board, La Salle National Bank.  
WILL J. MILLER, secretary, Kansas Live Stock Association.  
JAMES R. LEAVELL, president, Continental Illinois National Bank and Trust Company of Chicago.  
JAY C. HORMEL, member, board of directors of Institute, and president of Geo. A. Hormel & Co.  
H. W. FARR, chairman, National Live Stock and Meat Board.  
CHARLES H. SWIFT, chairman of board, Swift & Company.  
R. DOUGLAS STUART, president, Quaker Oats Company.  
CHARLES R. RICE, president, National Live Stock Exchange.  
SAMUEL SLOTKIN, member, board of directors of Institute, and president of Hygrade Food Products Corporation.  
H. J. REED, dean and director, School of Agriculture, Purdue University.  
LORENZ NEUHOFF JR., member, board of directors of Institute and president of Neuhoff, Inc.  
SIDNEY HOEDEMAEKER, president, National Restaurant Association.  
EDWARD F. WILSON, president, Wilson & Co., Inc.  
R. C. POLLOCK, general manager, National Live Stock and Meat Board.  
CHARLES M. ELKINTON, head, Meat, Fish, Fats and Oils Division, Office of Price Administration.  
H. R. DAVISON, vice president, American Meat Institute.  
T. A. CONNORS, national meat representative, Great Atlantic & Pacific Tea Co.  
G. WM. BIRKELL, member, board of directors of Institute, and treasurer of Ch. Kunzler Co.  
H. A. SCANDRETT, trustee, Chicago, Milwaukee, St. Paul and Pacific Railroad Company.  
DAVID H. REIMERS, president, Live Stock National Bank of Chicago.  
JESSE M. DIETZ, meat department, American Stores Company.  
ALBERT T. ROHE, past president, American Meat Institute.  
O. B. JOSEPH, member, board of directors of Institute, and president of James Henry Packing Co.

JOHN A. KOTAL, secretary, National Association of Retail Meat Dealers.

Guests seated at the rear speakers' table, from left to right as viewed from the audience, were:

### TABLE II

PAUL CORNELIUS, member, board of directors of Institute, and president of Cornelius Packing Co. Los Angeles, Calif.  
LEWIS B. JACKSON, chief, Hide Unit, War Production Board.  
WALTER REINEMAN, member, board of directors of Institute, and president of Fried & Reinman Packing Co.  
L. R. CAPRON, vice president, Burlington Railroad Lines.  
DAVID G. MADDEN, member, board of directors of Institute, and president East Tennessee Packing Co.  
H. P. RUSK, dean and director, College of Agriculture University of Illinois.  
W. F. SCHLUDERBERG, member, board of directors of Institute, and president of Wm. Schludenberg-T. J. Kurlde Co.  
C. J. ABBOTT, member, board of directors, American National Live Stock Association.  
JOHN HOLMES, president, Swift & Company.  
W. C. CODLING, chief, meat packing section, Food Branch, War Production Board.  
W. R. SINCLAIR, member, board of directors of Institute, and president of Kingan & Co.  
WALTER J. CUMMINGS, chairman of the board, Continental Illinois National Bank and Trust Company of Chicago.  
BRIGADIER GENERAL CARL A. HARDIGG, United States Army Quartermaster Corps.  
EMERY T. FILBEY, vice president, University of Chicago.  
T. HENRY FOSTER, member, board of directors of Institute, and president of John Morrell & Co.  
MORRIS FISHBEIN, M.D., Editor, *Journal of the American Medical Association*.  
E. A. CUDAHY, jr., member, board of directors of Institute, and president of Cudahy Packing Co.  
FOWLER MCCORMICK, president, International Harvester Co.  
THOMAS E. WILSON, member, board of directors of Institute, and chairman of the board of Wilson & Co., Inc.  
CLAUDE R. WICKARD, Secretary of Agriculture, and chairman of the Foods Requirements Committee of the War Production Board.  
GEORGE A. SCHMIDT, chairman, board of directors of Institute, and president of Stahl-Meyer, Inc.  
WESLEY HARDENBERGH, president, American Meat Institute.  
EDWARD A. O'NEAL, president, American Farm Bureau Federation.  
GEORGE A. EASTWOOD, member, board of directors of Institute, and president of Armour and Company.  
MAJOR GENERAL HENRY S. AURAND, sixth service command, U. S. Army.  
J. W. RATH, member, board of directors of Institute, and president of Rath Packing Co.  
EDWARD E. BROWN, president, First National Bank of Chicago.  
OSCAR G. MAYER, member, board of directors of Institute, and president of Oscar Mayer & Co., Inc.  
B. B. BRUMLEY, president, National Live Stock Marketing Association.  
G. F. SWIFT, member, board of directors of Institute, and vice chairman of board of Swift & Company.  
R. L. WILLIAMS, chief executive officer, Chicago and North Western Railway Co.  
C. J. FAULKNER, jr., general counsel, Armour and Company.  
BRIGADIER GENERAL J. E. BARZYNSKI, Chicago Quartermaster Depot.  
FREDERICK A. VOGT, member, board of directors of Institute, and president of F. G. Vogt & Sons, Inc.  
PHILIP RAYMOND O'BRIEN, president, Board of Trade of the City of Chicago.  
CHARLES E. HERRICK, past president, American Meat Institute.  
FRED A. CUSCADEN, vice president, Northern Trust Company.  
G. A. BILLINGS, member, board of directors of Institute, and vice president of Cudahy Brothers Co.  
JOHN B. COOK, member, board of directors of Institute, and president of Cook Packing Co., Scottsbluff, Nebr.

fighting men in England and in the Pacific today, if the packing industry hadn't helped find ways of saving shipping. Packers have faced other handicaps and the processing and packaging difficulties. Some of you have been caught in the squeeze between the price for live animals, and ceiling prices, and some of you have operated at a loss.

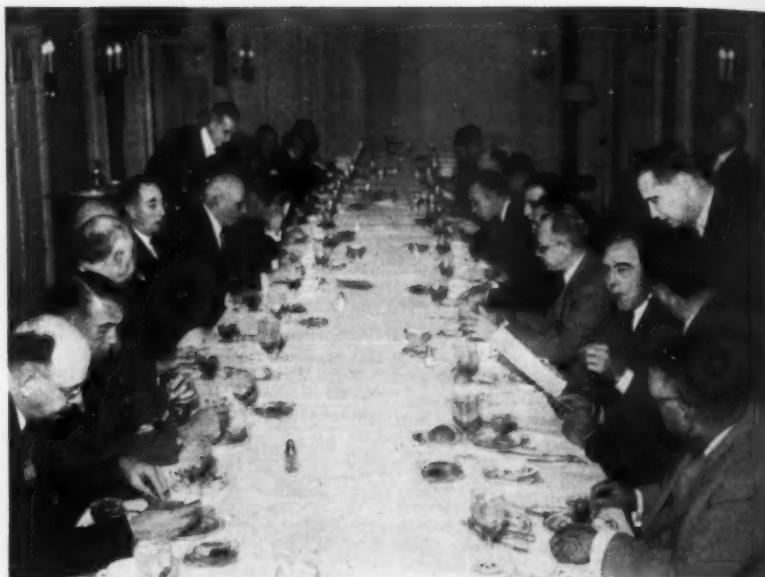
### Steps to Save Packers

The Department of Agriculture, as you know, has worked out a method by which packers with federal inspection, whose slaughter is less than 250,000 head, can continue operations through a custom contract with the Agricultural Marketing Administration of the Department of Agriculture. Details of the plan with proper forms were mailed to the packers last week, and the program is being put into effect.

However, I realize that packers want to keep their ordinary trade channels open, and I realize also that they cannot do this, if they turn over most of the production to the government. Yet, if processing for the government account is the only way to stay in business, most packers would work for the government, I am sure. They would do this, because they wish to see maximum use made of all the facilities that are needed for production for this war.

Packers, I am sure, are just as patriotic as any other class, and I, for one, realize that money alone could not buy the services we have had from the packing industry, since this second World War started.

Now, all of you are interested in the future price policies of the government. These policies mean the difference between profit and loss to you, and in some instances mean the difference between keeping in business and going out of business. You are just as familiar as I am with the plans of the Office of Price Administration. I understand two representatives were here today. They are endeavoring to equalize the ceilings on pork and beef, and I hope that they will be successful in relieving the situation, at least of some packers,



### SETTING ADVERTISING POLICY NO EASY JOB TODAY

Members of the Institute advertising policy committee met at luncheon to discuss the guidance of the educational campaign through the rough seas of rationing.

and also relieving the situation in some sections of the country which have experienced meat shortages because of the low price ceilings and other factors.

### Livestock Price Ceilings

You are familiar also in a general way with the proposal that took place for price ceilings on hogs and cattle. You all know I said I would approve a price ceiling on livestock if some practical plan could be worked out. And as packers you know some of the difficult problems that must be solved before a practical plan can be developed. Aside from the difficulties of administration, there are other things to be considered in connection with the proposal to put price ceilings on livestock. One is that the ceilings should be at rates which will permit the majority of packers to operate at a profit. Yet the ceilings

should be at rates which would not result in exorbitant profits for the packers.

The country is sitting in judgment upon all of us, and the verdict will be governed largely by our contribution toward winning the war. From a long-time standpoint, the packing industry would be hurt if it profited unduly as a result of this war, and that is true of every other industry, too. On the other hand, we cannot allow any considerable portion of our meat processing facilities to be scrapped during wartime. We will need all of our processing and storage facilities to handle the record run of hogs which will shortly be on its way to market, and if we succeed in maintaining production of meat, we will need all our processing and storage facilities to handle our future output, perhaps for several years to come.

### Demand to Remain High

I am one of those who do not see any lessening in the demand for American agricultural products, including meat, when peace comes. We are going to have the job of rehabilitating a war-torn world. And I would like to say a further word with regard to the problem which the industry faces in the flow of hogs and cattle that will soon be on its way.

American farmers, you know, this year are raising 105 million head of hogs, and that means that the commercial slaughter may approach 90 million head. Marketing and slaughtering that many hogs presents some real problems under normal circumstances, but with transportation facilities already carrying record loads, and the packing industry unable to expand its capacities because of the scarcity of key materials, the problem is doubly difficult.



### A SUNDAY LUNCHEON GROUP

Some of the packers who attended a luncheon given by A. O. Bauman for his friends. Mr. Bauman heads the Commodity Appraisal Service, Chicago.



The survey which the packers and the Department made indicated that marketing gluts are likely to occur in certain areas this year, during December and January. How serious those gluts will be depends on weather conditions, prices, and how successful we are in getting farmers to market their hogs earlier than usual. In any case, we feel the situation is so serious as to warrant the working out of a rather detailed permit or allocation system. I hope we won't have to use it, and I am happy to know that a good many of you think we may be able to avoid the use of this sort of a marketing system.

We might as well realize that the glut that you face during the next two or three months may be only the first of a series. If we can overcome some of the difficulties arising from farm labor shortages, hog production in 1943 is likely to surpass even this year's record, and we will need all we can get.

Also, we can expect cattle slaughter to be larger next year. Consequently we must make our plans not just on the basis of getting past the first crisis, but also being able to meet such situations in the future. And in all probability the future will bring more difficulties from the standpoint of maintaining or increasing your processing facilities.

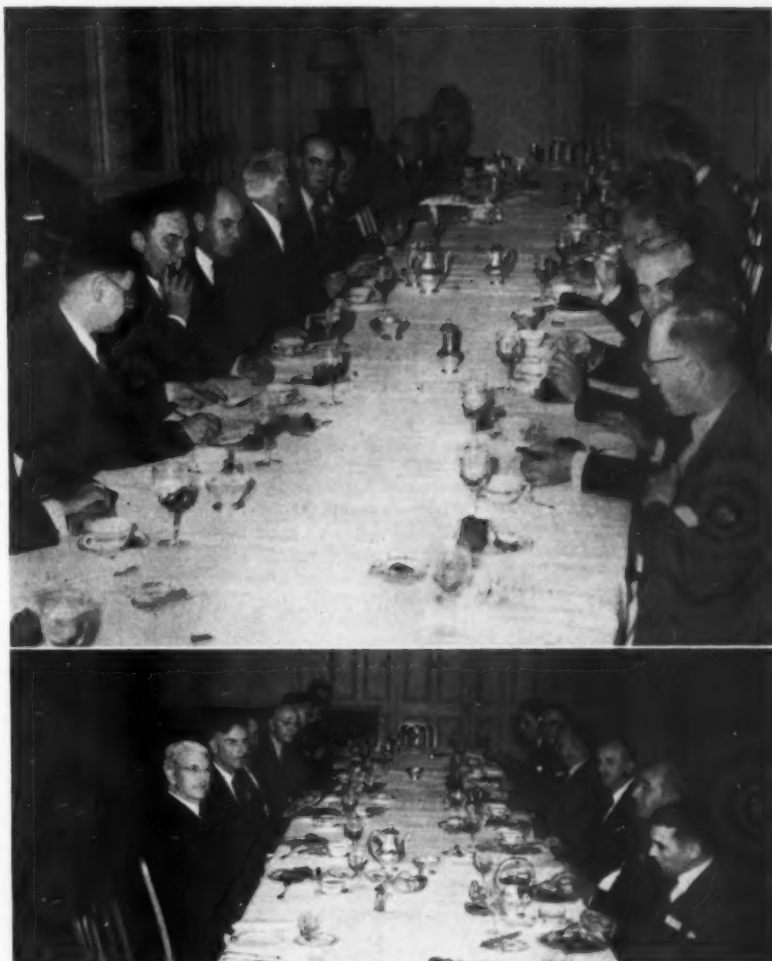
Now getting back to the price situation, I am sure of this one thing, and that is that if the government reduces the prices of hogs and cattle, and it develops later that all this did was enable the packers to make a financial killing, there is trouble ahead. There is trouble for the packing industry, and there is double trouble for the bureaucrats who drafted the program, and perhaps for one bureaucrat who approved it.

### Favors Price Supports

If price ceilings on live animals are approved by the government, I would suggest that price supports be put into effect at the same time. Looking at it from a standpoint of an independent hog producer, I might accept a reasonable reduction in price, if it were accompanied by an assurance of satisfactory price supports in the future.

Of course, assurance of price support would have to be accompanied by some assurance about the price of feed, and after all, the price which you will pay to produce hogs is dictated to a large extent by the price of feed. During the last 12 months, the corn-hog ratio has averaged about 16. Now that is about 30 per cent higher than the ratio which we have had during the last five years. But the ratio must be higher than average, or to put it another way, the margin must be wider than average, in order to maintain or increase our hog numbers.

The same thing is true of dairy production or poultry production. You see, in order to increase production, you have to bring in a lot of people who are the high-cost producers. Otherwise there wouldn't have been any hog production before, and even those in hog



### CONVENTION LUNCHEON TIME WAS WORKING TIME

Packers got in some hard work at several of the luncheon meetings this year. At top are members of the sausage division discussing their knotty problems of raw materials and price ceilings. Bottom picture shows regional group, under chairmanship of Earl Thompson, discussing questions of interest to intrastate packers.

production are faced with expense, the risk of increasing their production, particularly at a time like this.

The extra production is the costly production. The entire question of the use of feed is one of the most vital in dealing with food production, and fortunately we do have tremendous reserves of feed on hand now. It is almost an overwhelming amount—1½ billion bu. of wheat, 3½ billion bu. of corn, and quantities of other feed grains in proportion.

### Possibility of Shortage

For some time we have produced record crops, supplies, all across the board, but I have become worried, and I know how easy it is to get people worried, especially when people in authority on one day talk about this record production; they talk about the billion and a half bushels of wheat or the 3½ billion bu. of corn, or the 105 million head of hogs, and then the next day say, "Watch out, there is going to be a food

shortage." That is hard for people who are not acquainted with farm production to realize, and it does seem rather inconsistent to have such statements made consecutively.

But you know as well as I, and as George Schmidt mentioned a while ago, the reason we have got this record production this year of meat animals is because we started out two or three years ago to get that production, and the point to remember is that what we are going to be eating or not eating a year or two years from now depends on some of the decisions we are going to make now. You can't work double shifts or put on another wing to the factory, and make up for lost opportunities in farm production.

Already we are receiving more or less general reports to the effect that farmers are selling off some of their livestock herds. It is particularly true of dairy cattle. As you know, when the dairy cow goes down to the slaughter pen, that much production has gone

out, and will not be brought back for two or three years, at least. Any decline in agricultural production will be serious, and there could be declines in agricultural production which will be a threat to the war effort itself.

The demand for food for our armed services and from Great Britain and Russia will increase, and there is a constant growing demand also from a large portion of our civilian population which has, for the first time, sufficient funds to buy the meat they would like to have. Our civilian consumption can be cut quite a bit, and America still will be the best-fed nation in the world, but there are limits beyond which we cannot go, and if we reach these limits and do not have enough left over to supply the essential needs of our Allies, we will be in a bad fix, indeed.

The way to prevent this fix is to deal with our food situation realistically and speedily. We can reduce our consumption, as I said, of a number of essential foods, and still not interfere with our health or comfort, and I am going to propose this reduction and do all I can to see that the country stores up reserves for us against the time when farmers will not be able to break record production every year.

I am going to do this even though some people perhaps will think that it is an unwarranted cut in civilian supplies. We have had plenty of food thus far, so people seem to think that food is the only thing which we do not have to worry about. They are wrong. We can take nothing for granted in this war, and worry about food this year may prevent worry and headache next year and in the years to come.

### No Excessive Profits

I am glad to know that a lot of people are starting to worry about this food problem. As I said, I have been worrying about it for a long time, and this is not exactly a case of misery liking company. If we can get the people of this country, people who are in authority, and the general public, to realize what danger the situation brings, I think we may then take the steps, and take them in due time. Otherwise it will be too late.

So far as I am concerned, I am going to support the programs which I think will bring us victory in the shortest possible time. Profits are a secondary consideration.

I want farmers to get fair returns for their products; otherwise they cannot produce abundantly. I do not want farmers, however, to get an unnecessary dollar, and that is true for labor and industry. For example, I will not support any program simply to keep packers in business, unless those packers, by staying in business, can help win the war. Nor would the packing industry wish me to support a program that would not aim straight toward victory. By the same token, we cannot go on raising agricultural products which are unessential to the war effort.

Somebody asked me the other day,



### ALL PRESENT AND ACCOUNTED FOR

Miss Phyllis Moore of the American Meat Institute counts the hard-worked Institute typewriters at the close of registration.

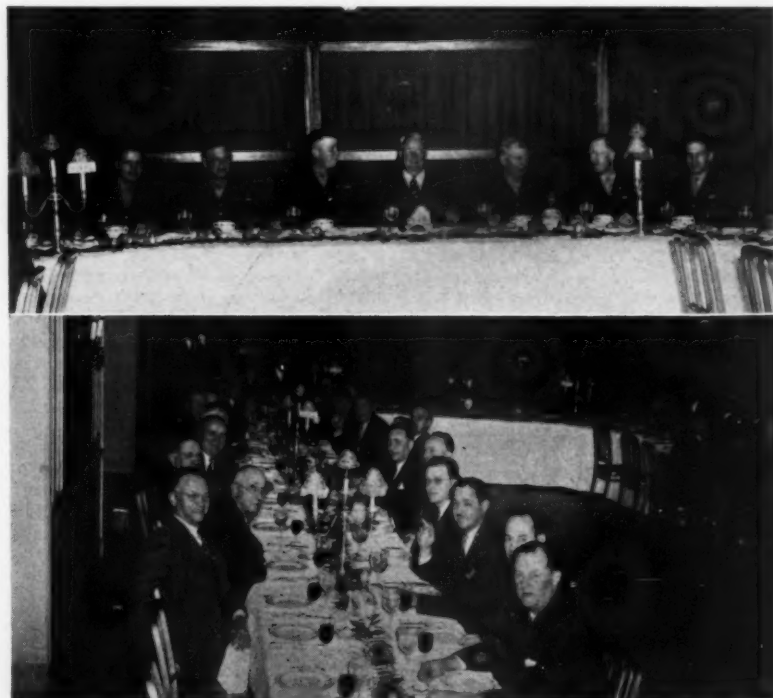
when I made this statement, what products I had in mind. I picked on a couple of cripples—mushrooms and watermelons. But I am sure that even in 1943 we are going to have to choose between the production of certain commodities, because we simply don't have enough machinery, fertilizer, and land, and what is more difficult than all to increase, the manpower, to go around. And when you are in that position, you produce the things you have to have. Some of the things we perhaps have considered essential may be less essential, or they may be in great enough

supply that we will have to turn our efforts to something else.

This is not going to be pleasant for anybody. It is not going to be something that is going to be very readily accepted by the people. Again I ask that all the people of this country keep informed about some of these production problems, so if we have to make decisions which are bound to be unpopular, the public and the people affected will know why.

The time has come when we must stop thinking about this country in terms of pressure groups and dollars. Anybody who thinks that this war is a means of getting rich is playing Hitler's game. If we fool around and get whipped, labor, industry, and agriculture will all move out to the doghouse, and it will be a doghouse with chains and collars attached to it—the chains and collars furnished by the Nazis. Parity or the standards won't mean much if Hitler figures them out for us. Let's win this war, and then settle our questions of prices, profits, and wages. Meanwhile, let's get together.

And if we can't unite behind our Commander-in-Chief, who in the name of goodness can we unite behind? He has been right about this thing from the start, and had it not been for him, the Axis would have won long ago. He is still right. I am a farmer, but I am first of all an American citizen, and my yardstick for every program for agriculture and for every other program will be, will it help win the war?



### MEAT PACKERS LIKE GOOD FOOD

(Upper): The Republic Food Products Co. dinner was studded with Army personnel from the Chicago QMC depot. Ed Clair (center) was host.

(Lower): Guests waiting for the first course of the dinner served by Ed and Jerry Clair.

# Special Meetings are Well Attended

## Regional Processors Discuss Problems; OPA, QMC Representatives Confer with Packers

ONE extraordinary convention session was held in the Tower room of the Drake on October 4, when regional (intrastate) packers met to discuss their problems. Earl Thompson, chairman of the Institute regional packers committee, presided.

After introductory statements by Chairman Thompson and Aled Davies of the Institute staff, Gail Johnson of the Office of Price Administration discussed some provisions of the meat restriction order.

He made it clear that the order does not apply to kill but only to sales. If distribution does not reach the quota limit during one period, the packer may carry over a credit to the next quarter. Although livestock may be killed and product stored without regard to sales quotas, meat is considered distributed if it is turned over to the sausage department.

One packer raised the question as to whether there would be any elasticity in quotas for packers whose territories are more densely populated than they were in 1941. Such cases will probably be adjusted, the speaker said.

### Drum Limitation Order

In the general discussion which followed, attention was focused on the drum limitation order. It was pointed out that WPB had issued the order in such a way as to cover removable top lard and fats drums which are unusable elsewhere than in the industry since they are specifically designed for one job. It was suggested that packers who feel they would be hurt by this order should protest.

The regional packers went on record as recommending that the Institute board be increased by three directors from the intrastate group.

Fred Waller of the Office of Price Administration spoke on the work of OPA and praised the cooperation received from Earl Thompson, Albert Luer and other regional packers. He asked for patience and understanding of OPA's work, pointing out that new trails were being blazed.

Mr. Waller declared that lend-lease prices and costs were being analyzed by OPA and stated that uniform pork and beef ceilings could be expected within a reasonable period.

Robert Eggert of the American Meat Institute talked on the work the association and the regional committee have done. He said that the Institute is glad to give help, but asked that questions be asked in a form which can be forwarded to OPA for a formal interpretation which will be helpful to all.

ANOTHER of the special sessions of the convention this year was the Armed Forces—Lend-Lease Round Table, which was held Monday afternoon, October 5. Present at this informal forum were representatives of the Chicago Quartermaster Depot, the Quartermaster Market Centers, and the Federal Surplus Commodities Corporation.

The representatives of these federal agencies outlined briefly the procedure followed by each in purchasing meat for the various agencies of the government.

John W. Robinson, meat procurement

adviser of the perishable subsistence branch of the Quartermaster Market Centers, the headquarters of which are located at 222 W. Adams st., Chicago, explained in detail the procedure which the 11 regional quartermaster market centers follow in the purchase of meat products for the Army. These quartermaster market centers are now purchasing practically all meat products for the American armed forces, with the exception of canned meats. He urged packers to offer increased quantities of various meat products and suggested to those who have not offered product to the Army heretofore to communicate immediately with his office in Chicago for complete and detailed information on how to proceed.

Lieutenant Colonel John W. Fraser, in charge of the purchase of canned meats at the Chicago Quartermaster



### LUNCH AND ASK PRICE CEILING QUESTIONS

Packers who attended the Monday afternoon luncheon session (bottom) fired a number of questions on OPA price ceilings and the meat restriction order at three representatives of the Office of Price Administration (top). Those answering for OPA were (left to right) Jerome J. Jacobson and John Finn of the legal division, food section, and Charles M. Elkinton, head of the meat, fish, fats and oils division.



Depot, explained details in connection with the Army's canned meat buying program. He stated that the Army is anxious to purchase additional quantities of canned meat products, including canned bacon in 14-lb. cans, canned corned beef in 6-lb. cans, pork luncheon meat in 6-lb. cans, meat and vegetable stew in 30-oz. cans, meat and vegetable hash in 6½-lb. cans, corned beef hash in 5½-lb. cans, chili con carne in 6½-lb. cans, pork sausage in 32-oz. cans, canned boned chicken in 35-oz. cans, and Vienna sausage in 24-oz. cans.

Murray T. Morgan of the Agricultural Marketing Administration, which agency purchases meat products through the FSCC under the lend-lease program for shipment to allied nations, answered a number of questions presented from the audience about the FSCC meat buying program. Mr. Morgan told his audience that FSCC purchases would continue large during the year ahead.

Mr. Morgan also announced that the meat buying office of the Agricultural Marketing Administration was to be moved shortly to Chicago, and that in the future all communications concerning offers and contracts entered into subsequent to October 12, 1942, should be transmitted to the Agricultural Marketing Administration, 506 S. Wabash ave., Chicago. Mr. Morgan stated that weight ranges on several pork products, especially pork loins and Wiltshire sides, would be lowered in order to obtain more product.

Mr. Morgan also stated, in answer to the question about condition of products arriving overseas, that due to the unusual manner in which boxes of product have to be handled, some losses are being incurred and it may be necessary to start using wooden boxes for all packaging. Mr. Morgan stated, however, that the quality of the canned meats arriving on the other side is good.

## OPA Draws Some Fire With Its Set of Standardized Cuts

**I**N AN effort to develop a standardized system of beef cutting, in which the cuts can be described, measured and otherwise "spelled out" for lay inspectors and used in connection with new uniform dollars and cents beef ceilings, the Office of Price Administration displayed tentative fore and hindquarter cuts in the convention hall during the last two days of the meeting.

The display stirred much interest among packers and was usually surrounded by a crowd examining and criticizing the proposed cuts. Fred W. Waller of OPA, who was in charge of the exhibit, asked for criticisms and suggestions. An informal meeting was held on the afternoon of October 6 at which a carcass was broken down into the proposed standard cuts and the method and reasons for cutting explained by Mr. Waller. His explanation was:

"In order to be able to put price ceilings on beef cuts it is necessary to have all cutting done the same way. We have been considering these new cuts, for in breaking down the carcass in this manner it is possible to use a rule and the percentage basis will not change. However, the new system of cutting has not been accepted, and we feel that it is only fair that we ask for your ideas on these tentative cuts."

There was plenty of opposition to the proposed cuts, with complaints coming from beef cutters in all sections of the country. The greatest objection was that the percentage of choice cuts was lowered, and considerably more rough

meats resulted through use of the system. For example, the new rib cutting left much less bone on the rib and more on the navel. Packers objected to the six-bone rib cut and explained that there should be at least seven. Chicago packers did not like the hind quarter cut because it was cut straight across, eliminating butt roasts, instead of being cut on the bias.

A southern packer assured Mr. Waller that use of a rule would not work on their cattle. "We cut a lot of light carcasses," said he, "and if it were necessary to measure the required 7 in. to cut a rib on some of our stock, we would be sawing into the table. As I see it, the plan just won't work for anybody who is cutting out light carcasses."

It was admitted by Mr. Waller that the cuts were revolutionary compared with any cutting system now practiced. In order to ascertain which style of cutting would be preferred that could be done with a rule, the majority at the meeting voted that the Chicago style would be the best. Even the Easterners preferred that style compared with the tentative cuts drawn up by the Office of Price Administration and displayed at the convention.

Because time was limited, Mr. Waller suggested that the discussion be continued on the next day at some designated spot. Representatives from numerous packing plants, both in the Midwest and the East, then discussed the problem further. Those at the meeting suggested minor changes in the hindquarter cut compared with the tentative cut offered by OPA, but agreed almost unanimously on Chicago style forequarter cut.

Mr. Waller promised to lay the suggestions before OPA, but would not assure their acceptance. Further meetings will be held in Washington before final plans are drawn up.

### CONVENTION NOTES

Otto Finkbeiner, president, Little Rock Packing Co., was unaccompanied to the convention this year as his two oldest sons, Christian and Oscar, who have been with him at previous conventions, are lieutenants in the armed forces. The youngest of his four sons, Joe, has completed three years of military college training and became 18 years old on October 6. Otto's nephew, Erich Pfommer, formerly plant superintendent, is also in the Army at Camp Hulén, Texas.

William F. Price, industry veteran who recently resigned from a dollar-a-year job as special adviser on meats for the OPM, and Mrs. Price, planned to go to Boise, Ida., following the convention to visit their nephew, Lieut. George H. Page, who was injured September 21 in a plane crash at Gowen air base. Although the plane burst into flames, Lieut. Page succeeded in bringing it in to a landing. Five men were killed in the mishap.



NOVEL SET OF BEEF CUTS BY OPA

Proposed standardized beef cuts for use with revised ceiling regulation were displayed in hall at convention.

# SECTION MEETINGS





# Heavy Turnout for Section Meetings

**I**NTEREST shown in the section and division meetings held at the Institute convention each year is evidence that industry managers, accountants, scientific men, engineers, livestock buyers and practical packing-house operators find them of real dollar and cents value in their everyday work.

As usual, the programs were carefully planned to disseminate the latest scientific and practical information on meat plant processing, operating and merchandising methods. Every one of the meetings was well attended this year; in fact, if they become more popular, the Institute may find it difficult to hold them at the Drake hotel.

The industry's concentration on wartime problems was reflected in the section meeting programs. More than 20 of the talks in the seven section meetings dealt with wartime taxation, priorities, price ceilings, conservation, maintenance and similar timely topics. Speakers from the War Production Board and the Office of Price Administration were helpful in presenting government views and interpreting some of the regulations.

Considerable attention was focused on public and trade relations questions indirectly connected with the war, such as: misunderstanding about the meat situation; retailer's problems under price control; public views on meat supplies, and the problem of health protection.

Dehydration of meat, a war-born development; hog bristle production; preparation for incendiary bombing and packaging developments were also discussed by session speakers.

While engineers, chemists, practical operating men, master mechanics, accountants, livestock buyers, advertising managers, sausage department execu-

tives and merchandising men made up the bulk of the audiences at section meetings, they were also largely attended by top executives. The latter realize that the section meetings help keep them up-to-date on the latest ideas in equipment, methods and conditions in the meat and livestock industry.

## Accounting Section

**W**ARTIME developments which affect the packinghouse accountant were discussed in three timely and interesting talks in the accounting section meeting, while Howard C. Greer, vice president of Kingan & Co., gave a number of practical pointers on management's needs from the accounting department. The meeting was held on the morning of October 2 in the Tower room in the Drake hotel.

The program had been well planned and all of the talks were authoritative and forceful. Chairman G. M. Pelton of Swift & Company presided ably and kept the meeting moving briskly so that interest was well maintained.

The first scheduled speaker was J. F. Sells, office manager, John Morrell & Co., Ottumwa, Ia.

## Keeping Office Staffed Is Big Wartime Problem

Provision of man power and woman power is one of the pressing problems facing executives in packinghouse offices and accounting departments today, according to Mr. Sells. He pointed out that, while office personnel usually turns over slowly during a period of years, many experienced employees are now leaving offices for various reasons connected with the war. Mr. Sells offered

a number of possible solutions to the problem. He suggested doubling up on work, analysis of the possibility of elimination of some office work, scrupulousness of all forms, and other types of curtailment. He suggested that much data now considered necessary might have to be curtailed under wartime employment conditions.

New employees may offer one solution, said Mr. Sells, while up-grading subordinates, taking older men, if possible, may be of some help. He pointed out that it is wise to review the status of all employees under 45 years in order to allow planning. Mr. Sells doubted the wisdom of hiring very young men and women who are subject to draft or other wartime call.

Training women offers some possibilities, but suitable women, such as college and high school graduates, are already becoming scarce. Some women employees in past years left their jobs when they married. The availability of such former employees should be surveyed. Mr. Sells suggested hiring girls ahead of the necessity for their services in order to give them training. With women doing accounting and clerical work, their supervisors must keep in closer touch with the work. In general, the speaker said, women perform routine tasks well but are less able to do jobs which require knowledge of the industry. They are less likely to take real interest in the business and acquire the proper background.

It is difficult to work out pay scales for women employees. Replacements are usually less valuable than regular employees, especially if the judgment portion of a job must be transferred to another worker.

Mr. Sells declared that untrained people in the plant often get more than office workers, and that it is becoming more difficult to get employees in competition with the plant. However, it may be pointed out that office work has a number of advantages, including regularity of income.

Mr. Sells declared that packers must make out with their existing office machinery since little will be available for the duration of the war.

Turning to other wartime problems, he touched upon the last-in-first-out method of inventory valuation. The system is designed to minimize the effect on profits of inflationary rises in product valuation; however, under ceilings price changes in inventory are not as significant as they would be otherwise. Last-in-first-out may be used for any section of inventory, but once adopted it must be continued; its use must be approved by the Bureau of Internal Revenue. Last year a number of packers adopted LIFO; 1941 was a good time to adopt the system for pork since hog prices were about at the low point at the beginning of the year. If adopted for pork this year, the inventory would



ACCOUNTING SECTION HEADLINERS

Among those participating in the accounting section Friday morning were (l. to r.) J. F. Sells, John Morrell & Co., G. M. Pelton, Swift & Company, presiding chairman, Palmer Greene, Armour and Company, Howard C. Greer, Kingan & Co., Dudley Smith, American Meat Institute, and Frank E. Seidman of Seidman and Seidman.



have to be valued above the level at which it would be in normal years.

Adoption of LIFO is a problem for individual consideration in accordance with the needs of each company.

Mr. Sells pointed out several limitations of the LIFO system, namely, that inventory at the last of the year must not vary greatly from the stocks held at the first, and that quantities of various cuts must not vary greatly from first to the last of the year. He noted that packers should consider the possibility of extending LIFO to other departments, since it might be desirable to adopt it for beef at this time.

Disparity between ceiling prices on meat and livestock prices holds a problem for the packer and his accounting department. In this connection Mr. Sells declared that while cutting reports on pork have generally shown losses over the years, the pork department generally has made money, due to:

1. Accumulation of inventory during fall and winter and the sale of this product during the months when slaughter is lighter.

2. Increases in value on certain cuts through processing.

Under the ceiling setup the packer can look forward to no such offsetting increases in value of his product in the year ahead. In order to keep his position clear in his own mind, Mr. Sells suggested that the packer adopt a new type of cut-out test, in which the cuts would be priced at the ceiling levels of the forms in which they are sold. All administrative costs would be added in this test. Such a test makes it clear, said Mr. Sells, that hog prices, based on maximum ceiling prices in the present OPA pork regulations, must be no more than \$13.50 in order to cut without loss. He also noted that during the month of heavy runs the price should be below \$13.50.

He advised packers to take a long-term look to see how much they can afford to pay for hogs on the basis of realization values during the months to come. Mr. Sells declared that product on hand at the present time is better than cash in the bank. He suggested that selling enthusiasm should be restrained, for unless demand and supply are correlated, packers may find their stocks very low during the summer of 1943 when product will be needed. In this connection he suggested that a schedule of volume and sales be laid out and adhered to, in order to fill even the restricted requirements for civilians.

## Current Revenue Bill Reviewed by Tax Expert

Stating that he had been in very close contact with the current revenue bill ever since its introduction, Frank E. Seidman, well-known tax expert of the accounting firm of Seidman & Seidman, indicated that he believed the Senate version of the tax bill will be the one which will be adopted eventually. Mr. Seidman's keen analysis included a list of several points which he considered significant. In general, these were as follows:

- 1.—Proposed changes in the personal income tax include lower exemptions and increases in normal and surtax rate. The graduation of surtax rates will hit the little tax payer much harder. The personal income tax will also include a 5 per cent victory tax at the source on gross income.

- 2.—Corporate taxes. The bill raises the effective normal and surtax rates to 40 to 45 per cent of taxable income.

- 3.—Excess profit tax. A 90 per cent rate for all excess profit tax has been proposed. Under the present law the excess profit tax is deductible from income; under the new bill net income will be divided into two parts—one subject to excess profit tax and one to surtax.

An amendment has been proposed that the excess profit tax be limited to 80 per cent. Under the present version of the Senate bill there will be a refund of 10 per cent of all excess profits tax paid during the war three years after the close of the war. Corporations making debt payments would get credit immediately instead of after the war, for up to 40 per cent of payment on debts outstanding on January 1, 1942.

### HAPPIER MOMENTS

(Left): Having a hearty laugh are D. W. Martin, American Meat Institute, John A. Kotel, secretary, National Association of Retail Meat Dealers, and E. C. Rohlwing of the Institute.

(Center): W. H. Sweet, formerly with Cincinnati Butchers Supply Co., now retired to a life of hunting and fishing, chats with H. H. Dempsey, secretary-treasurer, Whyte Packing Co., Stratford, Ont., and W. Barrowman, vice president of F. W. Fearman Co., Hamilton, Ont.

(Right): Chester G. Newcomb, president, Cleveland Prov. Co., and Fritz Groeneveld, "the flying broker" from New York, listen attentively to A. W. Brickman, Illinois Meat Company, Chicago.

- 4.—One improvement under the bill would be the permission to file consolidated returns for all purposes if a small extra tax were paid. Mr. Seidman commented that the 1942 tax law was one of the fairest ever before Congress. It represents an honest attempt to remove unfair provisions from the present income tax code. Taxes under it are higher but fairer.

One outstanding technical improvement is in the handling of capital gains or losses. Under the bill there is only one classification and set of rates. Net capital losses credit can be spread over a number of years. Corporations can buy in their debts without involving tax liability and can carry back their losses on unused excess profit credit.

Mr. Seidman also drew attention to a little-known provision of the present law which grants retroactive permission to file relief claims.

He commented that if the present trend in tax legislation continues, small corporations should give serious consideration to liquidation and change to a partnership basis. Firms may also find it possible to cut their taxes by giving attention to the following points:

- 1.—Debts can be treated as capital if they are in writing. Under this plan, open account obligations should be converted to written obligations. Customer's paper should not be discounted, but the firm should issue its own notes with the customer's paper as collateral.

- 2.—It would probably pay many firms to borrow money, even if it is not needed, since borrowings may be profitable under the present tax law.

- 3.—Corporations using the income method should invest their excess funds in stocks.

- 4.—Purchase of old companies having tax appeal, including so-called "dead cats," is profitable from the tax standpoint.

- 5.—Dividends paid during the first 60 days of the year do not reduce invested capital; therefore, it may be well to defer dividend payments until after the first 60 days of the year.

- 6.—It might be desirable for some firms to make greater claims for accelerated depreciation, due to increased hours of plant operation, etc.

- 7.—The special amortization provision of the revenue law applies to firms indirectly connected with the war effort, as well as those directly engaged in munition manufacture, etc.

Mr. Seidman declared that another



tax bill will be coming along in 1943 with substantial increases virtually certain, and that it might include a spending tax and limitations on war profits. He commented that the current tax bill is far too "easy" from the fiscal standpoint because income from it is much below needs. He compared the heavy tax burden of the English and Canadians with the light load now carried by Americans, and indicated that he is very much in favor of the pay-as-you-go principle for wartime financing.

## WPB Rating Is License To Hunt for Material

Palmer Greene of Armour and Company, who spoke on the "Handling of Priorities During the Emergency," summed up the situation in the statement that a priority rating is a hunting license and not a guarantee that you will obtain the materials and supplies you desire, since many others may be ahead of you.

He traced the development of the priority system, pointing out that the forms PD-1 and PD-3 were effective so long as the supply of critical materials exceeded the demand. These later developed into PD-1a and PD-3a certificates, however, and the War Production Board has issued other types of ratings and orders under the priorities system. These include blanket ratings, known as P orders, which are used by companies other than meat packers; M orders, which are used for general restriction and allocation; and L, or limitation orders. Mr. Greene declared that one of the factors which has complicated the priority system has been the inflation in the value of ratings. So many high ratings were issued that even the highest became worthless for obtaining needed materials.

To clear up this problem the War Production Board has issued a new system of ratings and is using the Production Requirements Plan to control ratings in line with the available supply of materials. The Production Requirements Plan is designed for firms using critical materials in production; although it is somewhat unsuitable for the meat packing industry, many packers are being required to use it.

It is reported that PRP may be scrapped in the future for a straight allocation plan and it is known that WPB wants to convert PRP from a rating to an allocation system. Mr. Greene declared it is difficult for the packer to decide whether to go under PRP. Multi-unit firms can escape PRP if their unit needs are below the limit on critical materials set up under the plan. He pointed out that branches can file separately or together, whichever is most desirable, and that like divisions of a company can also go under PRP together.

Mr. Greene pointed out several ways in which the comptrollers and accounting divisions are interested in packing-house priority setup. Filing of form



## WEST COAST PACKERS WELL REPRESENTED

D. E. Nebergall (left), president, D. E. Nebergall Meat Co., Albany, Ore., was greeted by John Moninger of the Institute, as were R. E. Pirie, treasurer of Carstens Packing Co., Tacoma, Karl J. Maxwell, manager for Carstens at Spokane, and Albert T. Luer, secretary-treasurer, Luer Packing Co., Los Angeles.

PD-25a requires a historical report from the comptroller's division and estimates of material needs from the operating section. An inventory control system is very helpful under PRP. There should be a separate card for each controlled item in the inventory, showing the allotment assigned for the quarter by PRP, a notation of all purchase orders and deliveries and accumulative columns for quotas, orders and deliveries.

He stated that in order to explain unbalanced inventories you must have information on each item. Obsolete items should be carried separately so that they do not appear in the regular inventory. Control cards should also be set up for operating supplies requiring priorities.

Mr. Greene noted that L orders and M orders act as "over-controls" for PRP. He summed up by stating that while installation of PRP accounting is a hardship of war, the packer who operates under the system should adopt proper accounting procedure.

## Accountant Can Furnish Manager Facts He Needs

Speaking as an executive who was once an accountant, Howard C. Greer, vice president of Kingan & Co. and formerly director of the department of accounting of the American Meat Institute, declared that there is lack of understanding between accountants and management.

Accountants often feel that their bosses do not appreciate their work and this feeling is reciprocated by management, even though accounting is the most valuable tool of management.

Mr. Greer asked the question "What

is the trouble between accountants and business managers? What does the manager want that he doesn't get? He then gave the following answers:

1.—Accountants frequently do not understand the business as well as they should. The business and its background should be studied and the accountant should know something about every department—livestock, processing, sales promotion, as well as the industry price structure and trade practices.

2.—Accountants sometimes confuse fact-finding with operation. They believe that gathering and presenting facts constitutes running the business. They should learn to think of business problems from the management standpoint, and seek solutions and interpretations rather than being mere reporters.

3.—The accountant often sticks too close to his books of accounts. Mr. Greer declared that while double-entry accounting is an intriguing study, it is merely a system of recording and reporting. The accountant must expand his interest to cover all phases, whether they are in the books of account or not. The accountant furnishes only part of the effort required to run a packing plant; physical labor, managerial direction and sales work are equally essential.

Mr. Greer then pointed out the types of information which packers want from their accountants and to which they will give most attention.

1.—*The trend of markets.* This includes the course of prices, ceilings, livestock and product prices.

2.—*Volume of operations.* Physical measurements are employed. The accountant who overlooks volume figures,

and pays too much attention to dollars, is not being helpful to management. In many companies the manager gets his volume figures from other than the logical source—the accounting department.

3.—*Labor.* The accountant might well learn to furnish management with facts about the labor force, production efficiency, labor costs, turnover, performance against standards, etc.; these are not in the books of accounts. He declared that management would like to have the facts on overtime pay, failure to reach standards, average hourly rates, etc.

4.—*Yields.* Meat packers deal with exceedingly expensive material. Meat is an investment which must be guarded throughout plant processes, as gains and losses in processing can make a difference between profit and loss. Mr. Greer declared this information is difficult to get, since much of it must be obtained in the plant under bad conditions from employees who do not realize its value.

5.—*Margins.* The accounting department should know all about the difference between price and outlay. Management should be able to obtain facts on margins from the accountant.

6.—*Expenses.* The accountant should not only know the amounts, but the causes of expenses. Management is most interested in functional expense. The accounting department should know all departmental operations and how to apportion expense among them.

7.—*Financial position.* When management turns to the accountant for this material he wants to know: first, the state of inventory; second, accounts receivable, and third, bank loans, cash, etc. These should be related to other factors in the business and be interpreted if they are to be useful to management.

8.—*Capital improvement and maintenance.* These facts, as well as budgetary control, should be the accounting department's responsibility.

9.—*Grief record.* This is a real aid to management. It tells the manager of things that go wrong, such as spoilage and returns, so that he can stop losses when they are occurring, rather than hold a post-mortem over them a month later.

10.—*Government control.* Since business is coming more and more under government regulation, the accountant should keep posted on controls and how they affect the business.

Mr. Greer summed up by saying that statements should be presented to management in simple form rather than in complicated balance sheets with countless notes and references. He pointed out that accounting has one great weakness that leads to misunderstandings—the accountant must find fault. However, he should learn to be ready with constructive suggestions at the same time that he points out faults, so that management will not look upon him merely as an error finder.

George Lewis, director of the Institute's departments of accounting and of

marketing, commented briefly on the Institute accounting program for 1943. He pointed out that sound cost information will be badly needed during the year ahead. The problems encountered in packinghouse accounting will be entirely different during the coming year from those in other periods.

## Institute's Accounting Program During 1943

Mr. Lewis stated that the Institute's accounting book is well on the way toward completion. He stated that although the Institute's accounting program has been somewhat curtailed by wartime developments, the department would continue to be as helpful as possible to packers and would visit as many as possible to get first hand information on their problems during 1943.

Dudley Smith, also of the Institute,



### WHAT'S COOKIN'?

1.—A pair of Easterners: J. Spevak of Baltimore (left) and Maurice H. Katz, Washington, D. C.

2.—L. E. Griffin (left), P. G. Gray & Co., Boston, and Jacob Foster II, Foster Beef Co., Manchester, N. H.

3.—R. Rezanka, secretary, Miller & Hart, Inc., Chicago, and D. Roy Howland, president.

4.—John Duffy (left), president, J. Duffy & Sons, Co., Lagro, Ind., and W. M. Yeager, president, The Henry Lohrey Co.

reviewed some of the work done by the department of accounting during the past year, and said there had been considerable improvement in packinghouse accounting methods. Several companies have gone from less informative to more informative accounting systems. He stated that some firms still fear the cost of installing a departmental system, but pointed out that the amount of expense and additional help required depend on the elaborateness of the system installed, and that some packers have found it very inexpensive to adopt departmental accounting. Help may be needed with the installation of the system, but in many cases the packer's own accountant is found to be capable of installing the system himself.

## Chemistry and Operating

THE morning chemistry and operating section convened under the chairmanship of E. N. Wentworth, Armour and Company, with a large audience present. The program, assembled under the leadership of L. M. Tolman, continued the high level attained by previous programs given before this section. Principal features of the various talks are summarized below and on the following pages.

### Dehydration Progress Reviewed by Kraybill

Dr. H. R. Kraybill of the Institute staff reviewed progress made to date in the dehydration of meat. He covered the recent history of meat dehydration and pointed out that the purposes served by drying were to conserve space and tin and to permit safe storage without use of refrigeration. When pressure is applied to the dried product, it permits meat to occupy but one-tenth the space needed by fresh meat. A successful product should be readily reconstituted and should serve as does the fresh material for such products as meat loaves and stews and other dishes which employ ground meat.

It is generally advisable to precook the product, although some thin strips have been dried without precooking. However, water diffuses but slowly in fresh meat and the product case hardens and delays drying. In contrast, precooked meat dries rapidly because of the more rapid diffusion. If the temperature of fresh meat is low enough to prevent case hardening, the time of drying is greatly lengthened and harmful bacteria may develop. Also, the greater time allows rancidity and hydrolytic changes to take place. These changes may be prevented by freezing the meat and dehydrating it in the frozen state, but the time is very greatly increased. Precooking has another advantage in that it reduces the moisture content from 70-72 per cent to 50-55 per cent.

Precooking may be carried out in an



open steam-jacketed kettle equipped with a stirrer, in pressure cookers with the later return of juices cooked out, or by passing the meat through 1½-in. plates and then between two heated drums set 0.10 in. apart. The latter method produces chips. Federal requirements are for a minimum time of 30 minutes cooking at 165 degs. F. The precooking increase the rate of diffusion of the water and reduces the final water content. It also inactivates the enzymes and destroys non-sporulating pathogenic bacteria.

After the meat is precooked, it should not be held longer than two hours at temperatures between 60 and 160 degs. F. The meat is dried to a final water content not to exceed 10 per cent.

The equipment may be air dryers, rotary drum dryers, vacuum shelf dryers, vacuum melters or air conditioned smokehouses. The process may be batch or continuous. Reducing the size of the particles before drying increases the rate of drying, but too fine particles do not reconstitute to the same physical condition as fresh meat. The percentage of fat present also affects the time, as does the air velocity used in drying.

One commercial process with a capacity of 1,000 lbs. of finished product per hour employs four kettles each with a capacity of 500 lbs. of fresh meat. Here the meat is cooked with a little water to prevent sticking. The temperature employed is 165-175 degs. F. for 30 minutes or more, which reduces the water from 72 per cent to about 50 per cent. The meat is then hashed through

a ¼-in. plate and dried at 155 degs. F. with air that may have a temperature of 300 degs. F. and a velocity of 800 ft. per min. in drums with louvers.

A tunnel with belt conveyor is made up of 6-ft. units, there being two sections of five units each. This allows a two-phase drying. The capacity is from 1,000 to 1,300 lbs. per hour. Air velocities are around 200 ft. per min. In the first section, the wet meat with about 60 per cent water is placed in layers about 1½ in. thick with 4 lbs. per sq. ft. In the second stage the meat, with about 34 per cent water, is piled in 3½-in. layers or about 7¼ lbs. per sq. ft. Either type of dryer is successful.

The dried beef is packed tightly in hermetically sealed containers. For pork there are not yet any specifications. With this meat the high fat content presents a difficulty. Precooking time may be longer. It may be necessary to press out the juices and fat which are dried to a syrup and added to the dry meat. The final product may have 50 per cent protein, 40 per cent fat, and 10 per cent water. Storage tests show that pork can be stored for at least one year at room temperature in metal containers. The nutritive value of the product is good if it has been properly prepared, below 158 degs. F. But as long as the temperature is below 176 degs. F., the protein value will not be affected. The vitamin B<sub>1</sub> loss may be limited to 25 per cent if the process is properly performed. Other members of the B complex are not harmed by the processing.

## Preparing Tasty Dishes From Dehydrated Meat

Miss VeNona Swartz reported her experiences on "Making Tasty Dishes from Dehydrated Meat." Often the freshly opened product smelled unpleasant, but it reconstituted to very tasty dishes. This meant that one should not judge the product by odor only. A successful recipe uses 100 grams of meat and 300 grams of water. Other items used include dehydrated eggs, lard, salt and bread crumbs. The dry meat need not be presoaked. Baking was done for one hour at 375 degs. F., and the loaves were scored by means of a score card, giving a value of 20 to appearance, 20 to texture and 60 to flavor and odor. Nine samples made into meat loaves were compared with some made from fresh meat. The total scores ran from 53 to 88. The samples that had large particles were tough and scored badly. Medium sized particles were found to be best.

With dry pork, seven samples scored from 65 to 86, while the loaf made from fresh pork scored 83. Other uses are suggested aside from loaves. There are goulash, chili, meat pie, croquets, meat balls and stuffed peppers. Recipes are available to those who wish them.

## Institute's Lard Program Makes Favorable Progress

John H. Moninger discussed "Progress Toward Quality Lard." The program of the Institute with lard has been re-emphasized of late and considerable progress has been made during the past year. Samples obtained in recent surveys were devised to get a more representative summary of the industry as a whole. These samples have come from retail stores. Average quality of lard has improved, partly because old stocks are used up and only freshly made lard is on the market. Between 85 and 90 per cent will now give satisfactory performance.

The speaker pointed out that some member had said that the one priceless ingredient in good lard was loving care. Along with improved quality improved merchandising is required. The survey made by Elmo Roper has shown the industry just how its product is now viewed by the housewife. His findings give much food for thought to the packer. A substantial percentage of women state that they do not use lard, giving a variety of objections to its odor, smoke point, digestibility, etc. Many of the objections show a complete lack of knowledge of the merits of lard. Younger housewives were found to be as friendly to lard as older women. The Corn Belt is the best section for lard, but both coasts are not frequent users. Reasons given for use of lard are that it is cheap, that habit makes it easier, and that it makes products more "home-made."

Among other things that need to be done are improvement of the container. With a very large hog run coming, lard

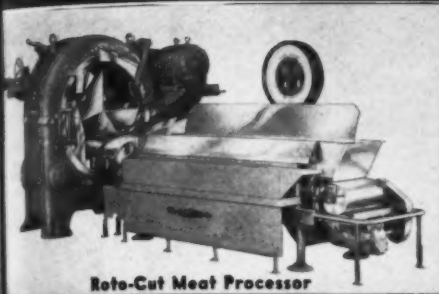


### SPEAKERS ON CHEMISTRY AND OPERATING PROGRAM

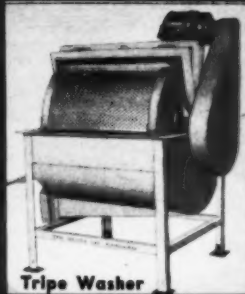
Friday morning's Chemistry and Operating section was ably handled by this array of talent, which includes Dr. H. R. Kraybill, J. E. Stritar, D. A. Greenwood, VeNona Swartz and John Moninger, all of the American Meat Institute, along with Col. E. N. Wentworth, Armour Livestock Bureau, and W. G. McLeod, superintendent of the Madison, Wis., plant of Oscar Mayer & Co.

# Globe equipment satisfies every

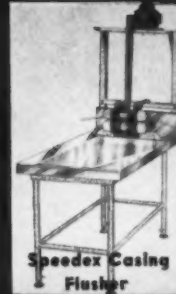
## GLOBE EQUIPMENT ACCOMPLISHES ALL PACKINGHOUSE OI



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Tripe Washer



Speedex Casing Flusher



Rails and Trolley



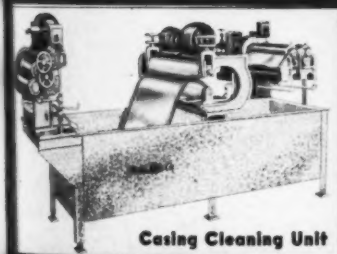
Pork Cutting Table



Bacon Packing Table



Canning Line



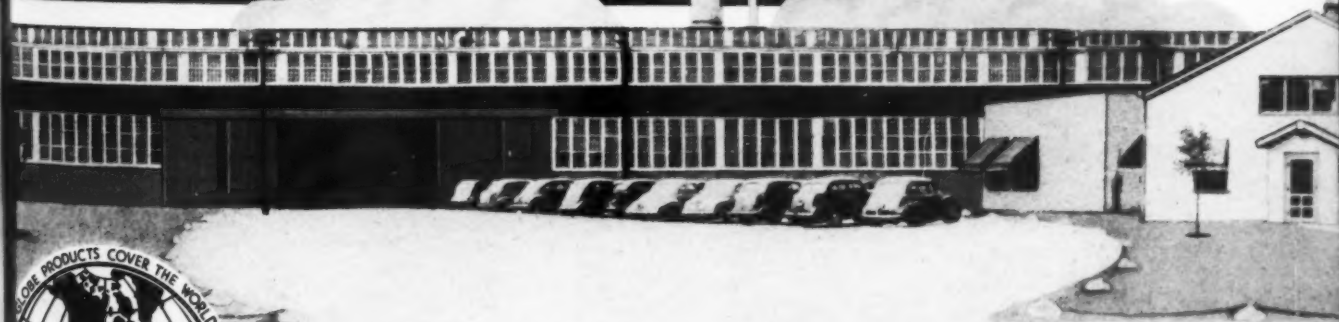
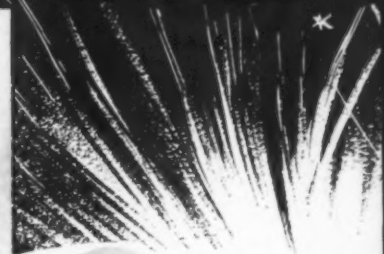
Casing Cleaning Unit



Reel Type Bake Oven



Sausage Stuffer

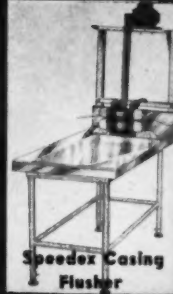


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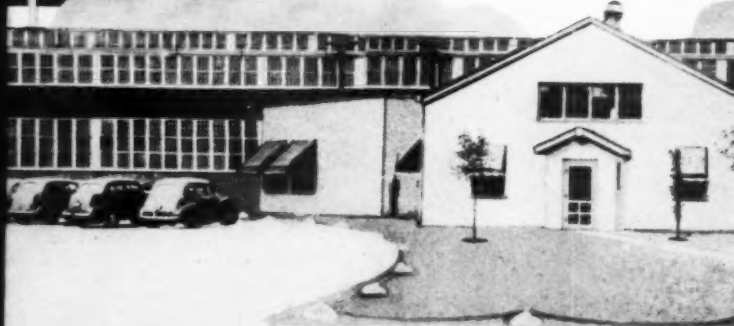
Packing Table



Canning Line



Sausage Stuffer



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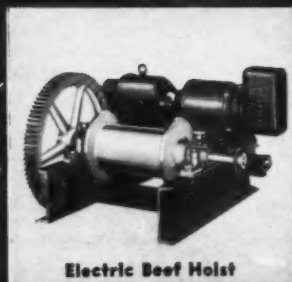
Charging Truck



Offal Pan Truck



Vienna Sausage Conveyor



Electric Beef Holst



Sausage Meat Truck



Meat Grinder



Vacuum Mixer



Retort Truck



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The Globe Company is proud that it has earned the right to fly this flag by securing 100% participation of its employees in this systematic purchase of U. S. War Bonds.

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will continue to present many problems to the packer, and he will do well to be prepared to meet them.

## Factors in Keeping Quality Of Bacon are Described

"Factors Influencing the Keeping Quality of Bacon" were discussed by D. A. Greenwood of the Institute staff. The quality of the carcass is of first importance. During slaughter and in subsequent processing, sanitation must be practiced so as to keep down the number of bacteria and to limit the types to those that are relatively harmless. When the bellies are being stored before curing, it is necessary to use proper temperatures. Storage at 0 degs. to 5 degs. F. will permit the maintaining of good quality for from three to six months. The fourth point to watch is the curing procedure. The concentration of curing ingredients in the finished product affects the quality markedly. The nitrite content must be held below 200 parts per million. The amount of sugar—especially the glucose fraction—must be watched.

The pH of the meat is also of importance. Smoking procedures affect quality, but on this operation the information on hand is not too satisfactory. The size of the piece, the type of package used, and the amount of exposure to light are also of importance. After curing and smoking the time and temperature of storage of the finished product may have a great effect upon quality. Bacon cured in different ways exhibits great differences in the amounts of free fatty acids that develop. Studies of certain of these bacons revealed that the peroxides also varied widely. Two brands had 112 and 89 parts of nitrite per million, while a third had as much as 217 parts per million. This latter brand also showed different smoking temperature. The bacterial content of the three brands varied, but the one with the high peroxide content had fewer bacteria than the other two under inspection.

In order to study the possible effects of antioxidants and moldicides, various lots of bacon were treated with gum guaiac, Dow STO, Avenex, calcium propionate and carbon dioxide gas. All but the carbon dioxide had very little effect in holding down the free fatty acids. In contrast, the carbon dioxide greatly decreased the amount of these acids. Peroxides were also best held down by the carbon dioxide, but the other products had some effect. During long storage the carbon dioxide was still the best protector of quality, while Dow STO, gum guaiac, and Avenex showed more mold growth on the bacon than was found in the control lot.

Colored slides of the products tested in the above manner afforded the audience with visual proof of the value of the different products tested.

During the short question period that followed the talk, the speaker was asked if he had any proof of the alleged value of low salt content in retarding the ran-

## MIGHTY GOOD EATING

Enjoying the samples at the Natural Casings exhibit are C. E. Gambill, president, The Globe Co., Chicago, and D. P. Gambill, Globe vice president in charge of West Coast sales. The Natural Casings exhibit was again a popular spot this year. A variety of cold and warm sausage was on hand at the booth for all comers and someone was always enjoying a tasty sample.



idity of bacon. The reply indicated that more experimental work was required to give an answer. In general, high salt meant a high content of the other curing ingredients, especially the nitrite and nitrate, and it was these ingredients that helped the development of rancidity. However, salt content does have an effect upon the development of peroxides, the latter increasing with higher salt content.

## Pickle Recovery Methods Discussed by W. G. McLeod

Conservation is a frequently used theme in the food industry. W. G. McLeod stressed this subject in his discussion of "The Recovery and Re-use of Pickle." He pointed out the need for conservation of curing ingredients. One may save not only regular pickles, but also the pickle that forms in the box-curing of bacon. In these pickles from 70 to 90 per cent of the original materials remain. Two methods of recovery are in use. The first method involves boiling and filtering the pickle and then building it up to the required strength. The second method, applicable only when the pickle is sweet, clear, and free from sediment, is simply to build up the used pickle. Lost pump fluids must be treated by the first method of recovery cited here.

Used pickles are good media for bacteria since they contain sugar and nitrogenous matter. They may decompose or show ropiness. To prevent such changes, cleanliness is required. Bad handling of the pickles after treatment will yield poor results. Because of the short time in cure, the artery method of pumping gives pickles that may be fortified without boiling. Such pickles may be built up but twice in order that the bacterial count may not become too high.

A satisfactory procedure is to boil the pickle for 30 min., skim off the material that floats and drain off the settlings, and then filter. Either "filter cell" or "filter aid" may be used. After the boiling the pickles are cooled to cellar temperature and then built up.

All of this work must be done in entirely separate equipment from that used for new pickle. Usually the pickle is treated in batches, but there is a commercial continuous process which may be used for this purpose.

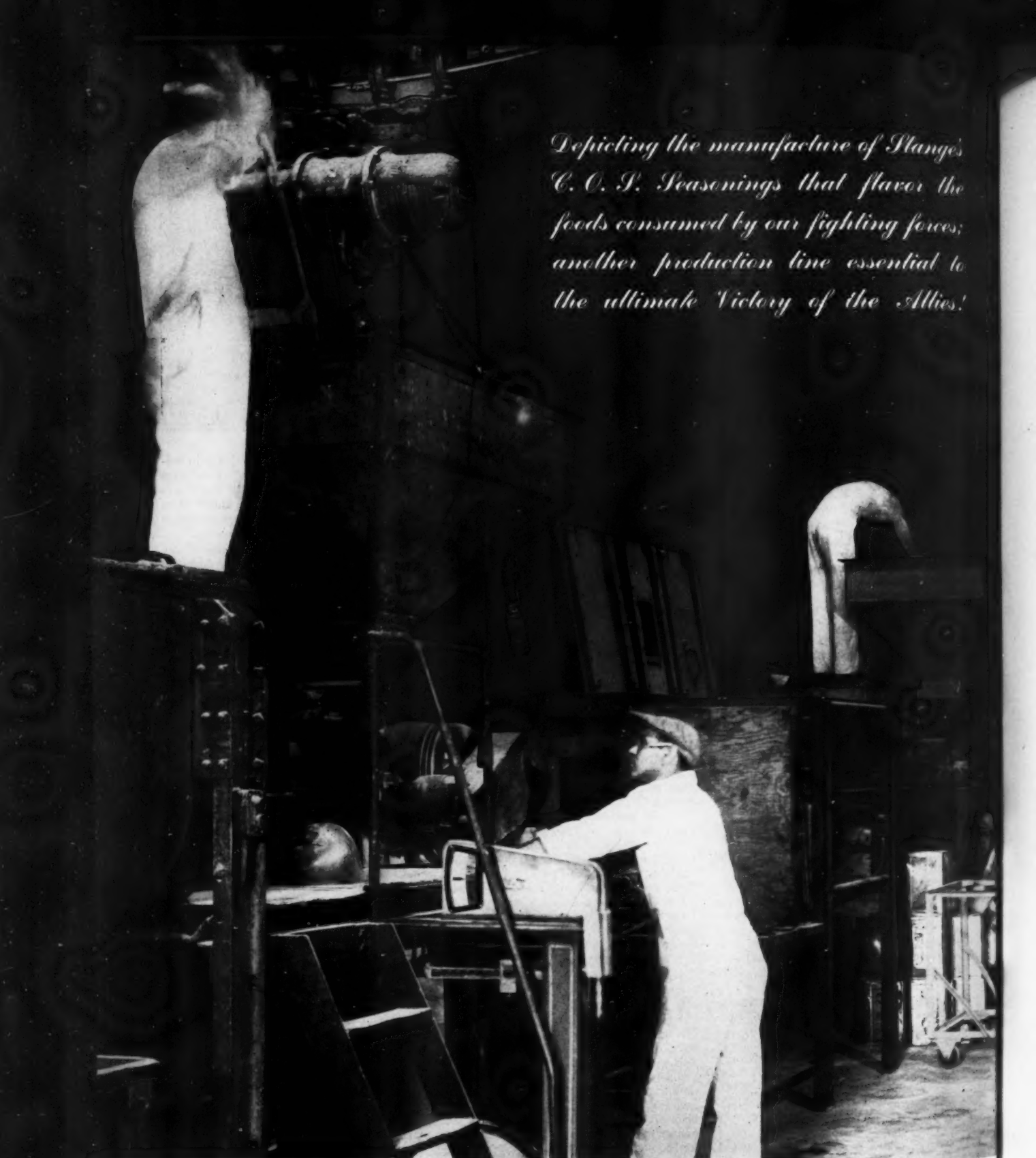
Danish and British methods differ from those used here largely because they use no sugar. Such pickles are strained and built up. In Canada, the pickles are strained and filtered in a manner that allows much of the bacteria to be filtered out. Hydrochloric acid may be used in treating the pickle; later, this is neutralized by sodium hydroxide which changes the acid to salt. A sterile pickle results.

## Meat Spoilage Precautions Involve Numerous Factors

The final paper of the morning session dealt with "Protecting the Health of Your Consumer." J. E. Stritar, in opening his talk, reminded packers that meats are a perishable food and need to be protected against the entrance of bacteria and their later growth. This is not always the case, for some meat foods, such as summer sausage, require bacterial action of a certain kind to develop the normal flavor. Food spoilage of itself is not so interesting to the food bacteriologist as the presence of certain types of bacteria that give no outward signs of spoilage but do cause illness in the person eating such contaminated food. Such food poisoning cases do occur with some of the meat packers' products.

Staphylococci are often involved in food poisoning. During their growth they form substances called enterotoxins, and their action follows within 24 or 48 hours. Outbreaks of food poisoning are investigated by the Food and Drug Administration, which gives brief annual reports. These reports show that often contamination has occurred at the place of preparation or serving of the food and more rarely at the place of manufacture.

Studies of the properties of this organism have revealed that little or no growth occurs at 38 to 40 degs. F.,



*Depicting the manufacture of Stange's  
C. O. T. Seasonings that flavor the  
foods consumed by our fighting forces;  
another production line essential to  
the ultimate Victory of the Allies!*

*Stange*

**PRODUCES IN WARTIME AND IN PEACETIME**





## STANGE GETS THE CALL, WHETHER "AT HOME" OR "AWAY"

Rigid laboratory control follows the manufacture of Cream of Spice Seasoning through every step of the Stange production line. Our laboratory facilities and staff are unexcelled in this industry. If you have a problem our laboratory can help you solve, we would be happy to help you.



All our energy and all our resources are now, and will continue to be, devoted to helping win this war. Our country comes first, and has first call on our products.

Naturally, we will also continue to do everything possible to meet the requirements of our regular customers, in line with Government conservation orders. And while we regret our inability to accept new business at this time, we hope you will call on us whenever we can be of service.

**WM. J. STANGE COMPANY • 2540 W. MONROE ST., CHICAGO**  
CREAM OF SPICE SEASONINGS • JIFFY CURING TABLETS • PEACOCK BRAND CERTIFIED FOOD COLORS  
California Branches: 923 E. Third St., Los Angeles • 1250 Sansome St., San Francisco



which should be a comfort to the packer. Usual smoking temperatures will kill surface contaminations of this organism. Also, an inside temperature of 142 to 145 degs. F. will kill all of these bacteria that may be within a ham.

These facts are of greater interest in the case of the new short cured products since they are more perishable and require greater care in handling. Refrigeration is necessary most of the time, even after cooking.

Certain other organisms may also be causes of food poisoning. Among these are the salmonella which grow in the digestive tracts of human beings. This organism is easily killed by heat. It is rather rarely found in foods. A third food poisoning bacterium is streptococcus viridans, which acts like the salmonella. A fourth, clostridium botulinum, produces a deadly toxin which is completely destroyed by boiling. It is a soil-borne organism, and so may be found in or on meat animals. Fortunately, it is but very rarely found to give trouble with meats.

Most food disturbances are caused by staphylococci growing at temperatures between 70 degs. and 105 degs. F. Foods kept at refrigeration temperatures (below 50 degs. F.) are safe unless they are allowed to warm up and stay warm for at least five hours.

The consumer should be taught the importance of keeping his foods under constant refrigeration, since most of the causes of food disturbances arise through improper handling.

### Chemistry—Operating Second Session

SECOND session of the chemistry and operating section opened with A. F. Hunt as presiding chairman and H. J. Koenig serving as program chairman. Much information of practical and immediate value to packer operating men was presented in this session, the topics covered included wartime packaging, problems of selective service, placing and training of new personnel, use of domestic hog bristles and protection against incendiary bombing.

### Importance of Hog Bristles In the Nation's War Effort

Phillip H. Thayer of the War Production Board discussed "Hog Bristles—a Critical War Material." He briefly reviewed the history of the American bristle industry, pointing out that because of war conditions it was becoming very difficult to satisfy the need for good hog bristles in this country. While materials from abroad are much cheaper than the domestic product, such bristles are in limited supply.

A use of first importance is in the wool dabbing brush needed for finishing woolen cloth. Another use is in paint brushes, a "must" item in painting ships, barracks, and other structures used by the armed forces. For these



### AFTERNOON CHEMISTRY AND OPERATING MEETING

On the program for the second chemistry and operating session were (left to right) Harry K. Rogers, Western Actuarial Bureau; A. F. Hunt, presiding chairman, Swift & Company; Ernest H. Wagner, Swift & Company; Phillip H. Thayer, War Production Board; H. E. Brooks, Armour and Company, and F. D. Cummings, John Morrell & Co.

and other reasons, a great increase in domestic production is vital. Imports from South America may reach as much as 300,000 to 400,000 lbs. in 1942. Supplies from India and Persia will be scarce, and some will be flown in from China. But all of these sources will not be sufficient. The lengths particularly needed are from 2½ in. up to 4¼ in.

Two methods may be used to recover the bristles from the hog. One is hand pulling and the other is by mechanical suction. The first method gives the best results, while the latter yields more short hairs. We must secure the greatest possible production, up to 500,000 lbs., between November and May. Domestic bristle production will not remain the property of any individual but will be purchased by the Defense Supplies Corporation which will see that the supplies are properly allocated in order to fill the urgent needs.

Most of the domestic supply is now going into hog hair, since hair and bristles are mixed in the dehairing machines. In order to assist the domestic packer to recover bristles, the two methods of removal cited are now under survey. The best and longest bristles are found in a narrow strip on the back of the hog from the neck on down the region over the spine and for about two inches on either side of the median line. The suction method employs a vacuum hose equipped with a fixture that fits over the hog's back and is furnished with a device that helps rub loose the bristles, which are then removed by the suction. The process must be carried out in short order while the carcass is being elevated from scalding vat to dehairing machine.

The matter is very urgent and all pork packers are urged to get information and pamphlets which explain the methods used. Demonstrators are available who will show a packer how the removal can be accomplished. Prices for hog hair are not high, but the price that is offered for the longer bristles should encourage the packer to save them.

Many samples of the use of hog bristles were displayed. At the end of the talk H. D. Tefft displayed large blow-

ups of photographs showing the location of the bristles on the hog and the method of using the suction device.

### Efficiency Is the Criterion of Wartime Meat Package

F. D. Cummings was the second speaker. He spoke on "Trends in Wartime Packaging," a much discussed but always timely topic. He likened the present realization that many individual tastes for packages must now give way solely to efficiency, to the experience of the man who, when he was to go to a hospital for an operation, had a pre-emption of being waited on after the event by a redhead, a blonde and a brunette. On coming out of his sleep after the operation he found only the brunette type waiting on him, but soon realized that she was very efficient in soothing aches and pains.

The packer finds many new specifications for packaging materials. There are new and more numerous products going into packages, and many of the containers he must use are greatly changed from the former ones. With the largest domestic production of meats coming up this next year, the packer will face many new problems in packaging his various materials. Some of the problems arise from the necessities of government purchase for the armed forces or lend-lease use. There has been much standardization of sizes and reduction of the numbers of sizes. There were many examples of the newer types of containers on the platform.

### Fire Fighting Expert Tells How to Handle Incendiaries

Harry K. Rogers, Western Actuarial Bureau, followed with a talk on "Preparing for Incendiary Bombing." He briefly reviewed the early use of fire from the use of foxes recorded in the Bible to Greek fire, liquid fire, gunpowder, modern high explosives and incendiary bombs. He pointed out that it was entirely possible to bomb Chicago from Axis bases in Norway.

Mr. Rogers discussed methods of ex-

## TAKING IT ALL IN

1.—William Farley, general manager, Farley Quality Sausage Co., LaCrosse, Wis., and his sales manager, Eugene Sholes, look over a pre-convention issue of *The National Provisioner*.

2.—George Mulloy, G. B. Mulloy Engineering Co., Chicago, and Dr. J. J. Volterlsen, in charge of chemical research development department, Armour and Company, Chicago.

3.—J. A. Baker, manager, meat packer's division, Milprint, Inc., Milwaukee, with Ray Peters, vice president, Peters Sausage Co., Detroit.

4.—J. G. Guzewicz, sausage superintendent, Franklin Pork and Provision Co., Brooklyn, with Irving Zeiler, eastern representative, William Stange Co., Brooklyn.

5.—P. D. Bartholomew, Birmingham, Ala., representative of Griffith Laboratories, Chicago, and J. H. Fowlkes, superintendent, Florence Packing Co., Florence, Ala.

tinguishing the incendiary bomb. The use of sand and water sprinkled on the bomb is generally recommended, and it was formerly believed that a solid stream of water would only increase the hazards. However, Mr. Rogers had demonstrated that a solid stream could extinguish incendiary bombs. In his opinion, it was of more importance to put out the resulting fire than to extinguish the bomb. Fire departments alone would find it impossible to take care of the fires that would arise in a city such as Chicago in case of an air raid with incendiary bombs. These are small and light, and a bomber can carry a great number. Citizens must be prepared to meet this emergency.

## Manpower Problem Topic Of Armour Representative

H. E. Brooks, Armour and Company, discussed "What the Selective Service System and the War Manpower Commission Mean to the Meat Packing Industry." The Selective Service System takes the point of view that all men from 20 to 45 are merely loaned to industry and that the loan may be called at any time. The packing industry may lose as many men during the next year as during the past two years.

The War Manpower Commission plans to use the entire resources of people. In considering these resources, industry is regarded as essential as the armed forces. All members of the industry should keep abreast of all new instructions and regulations as issued, and then talk with the state occupational adviser in connection with any skilled men they may be in danger of losing. But packers must not count on keeping the single, physically fit man; from now on, there will be only rare instances of deferment. Furthermore, collateral dependents will be of little importance in deferment. The same will be true of married men whose wives are not dependent.

Both the appeal agents and the state



occupational advisers can only advise the local draft boards. In Mr. Brooks' opinion, it would be just as well to leave the Class III-A men alone and not to worry about them. We should also get used to the idea of using more women in the industry, as well as men over 45 and lads 16 to 18. The food industry should not become a supply center for labor for other industries. While occupational bulletin No. 20 has listed many essential or skilled jobs in the food industry, there were still some in the meat packing industry that were not listed. Most of these require time—up to six months—to learn.

## Placing and Training New Workers in War Economy

Ernst H. Wagner, Swift & Company, told how to place and train new personnel in wartime. The real job here is to teach the foreman how to teach, since few who know how to do a thing are also able to teach others how to do it. The use of foremen is a widely accepted

practice, but they can be made much more effective if given special training for such work. Mr. Wagner presented Jack Hazelhurst, who gave a convincing demonstration on how to train a man for a particular job. The task was to make teachers out of doers. To do this, the thing needed is a tool to expedite training. Such a tool has been prepared by the J. I. T. training program, which in five sessions of two hours each makes good teachers out of doers.

Returning to the platform, Mr. Wagner emphasized that the time element is the only new thing in a wartime training program. To prepare for the replacement of men to be lost, skilled interviewers must be used and the new persons must be placed properly. This program is applicable to the teaching of a job, not a trade or a profession. The speaker said he would supply the name and address of the man to whom one should write for more detailed information about the J. I. T. program.

## Sales and Advertising Section

R. G. THOMAS, the presiding chairman, introduced Gerrit Vander Hoening of the War Production Board as the first speaker of the sales and advertising section. Prior to joining the WPB, Mr. Vander Hoening was well known in merchandising circles.

## Shape of Things to Come In the Post-War Period

Back of sacrifices being asked by official Washington, said the speaker, is the fact that everything must be done to win the war. Many special problems now confronting the nation are based on impending shortages. Previously, our problem has been one of dealing with surpluses.

Out of the maze of publicity releases and reports from Washington, many of them contradictory in statement, has come the feeling in some quarters that much of the talk of shortages is unjustified. Yet the fact remains, said the speaker, that by next year the nation will be "living out of ration books." In this connection, doubt was expressed that the point system used in England, which is most favored by many in Washington, would be best suited to conditions which prevail at the present time in the United States.

Granting that all efforts should be bent toward winning the war it would be well for American business to consider now, before it is too late, what can be done to restore private economy after the war is over. In this connection, it was said, it would be well to analyze government thinking on post-war problems. The trend toward centralization and government operation is a threat which should not be passed over lightly.

Whether shortages in various lines



are actual, or are shortages arising from government control, should be considered in all regulatory plans. In this connection the speaker suggested that a food administrator such as functioned in World War I would be the answer to the rivalry between the WPB, the Department of Agriculture and the OPA in handling the food question. Unless strong over-all control is exerted the food industry may face a chaotic period ahead, he declared.

### Basis of Flat Price System on Pork is Explained by Waller

Next speaker on the program was Fred W. Waller of the Office of Price Administration, who dealt with "A Discussion of the Problems of Price Ceilings." Admitting that there was no previous experience to draw upon in establishing price ceilings, and that the OPA was sailing an uncharted sea, the speaker asked that packers give their advice and counsel on the complex subject. That a more uniform method of setting ceilings is needed is generally recognized by the industry, the speaker said. For this reason the one apparent solution to the problem is a flat price system on cuts, applying to all processors in the same area.

This has been worked out in the case of pork cuts, with the base area for pricing located between the Mississippi and Missouri rivers. In setting the price base the short form hog test, rather than 110 per cent of parity, has been used. Mr. Waller stated that the price base represented a live hog top price of \$13.21 in Chicago. To the area base price is added 50c per cwt. for boxing and 50c per cwt. for transportation above 15 miles. For the territory east of the Mississippi, the rate is figured at f.o.b. Chicago, multiplied by 115 per cent of the fresh meat base rate.

Basis of the price move is a packer dressed style of hog with head on and liver and leaf fat out. A 2 cent pre-

mium is possible for fancy "brisket-off" bellies, he pointed out, while blemished product is subject to a discount. In the matter of oily—not soft—hogs, a discount of \$1.00 per cwt. is taken from the live price.

In dealing with the matter of product definition under the new pricing system, Mr. Waller stated it was for the benefit of the majority of the industry against the small percentage who might attempt liberties unless strict rules were set up.

A like system of flat pricing of standard cuts by areas is also being worked out for the veal and beef trade, he stated, with Kansas City likely to be used as the base. Moving east, the price would be increased and the differential would amount to as much as \$1.75 per cwt. over Kansas City in the case of Florida points. To police prices on this basis calls for the standardization of cuts between cities and areas.

### Whan Urges More Effort To Educate the Housewives

"I Know the Ladies and So Should You" was the subject of an illustrated talk by V. E. (Tony) Whan of Wilson & Co., Los Angeles. He pointed out that the American housewife buys 87 per cent of the nation's meat, and although a good judge of fruits and vegetables was more or less lost at the meat counter. For this reason it is up to the meat industry, he said, to teach her how to buy, cook and budget her meat buying.

As a help in educating the feminine meat buyer Mr. Whan suggested that a promotional department be added to district and branch houses. The district promotional man, through contact with newspapers, radio, civic organizations, meat dealers and others, can do much to counteract "meatless" talk. He pointed out that after the last war it took ten years to re-educate the public to maximum meat consumption.

### War Bringing Economies, J. W. Christian Declares

J. W. Christian, the Cudahy Packing Co., Chicago was the next speaker. His subject was "Lessons in Economy Which the War Is Teaching Us." Up to now, the packing industry has always operated on the basis of a large volume and small profit. Under the threat of rationing, this basis may have to change. However, there are economies long needed in the industry that are being forced into use as a result of the war.

In the last 20 years sales solicitation, or rather "over-solicitation," has been a pressing problem. The result has been products spread too thin. A common custom has been to have two salesmen calling daily on the same account—one a regular salesman and the other a specialty man. In many cases, Mr. Christian stated, the same account would be solicited two more times during the day by phone—and by the same firm. The result was that selling expenses were too high and territories became over-extended.

Under present war conditions, with gas rationing and restrictions on deliveries, salesmen are not as essential as formerly in their own roles. For this reason they may be used to handle collections, as well as in sales roles. Another way to handle calls in the territory is to have the firm's salesmen "double up" with salesmen handling unrelated food lines.

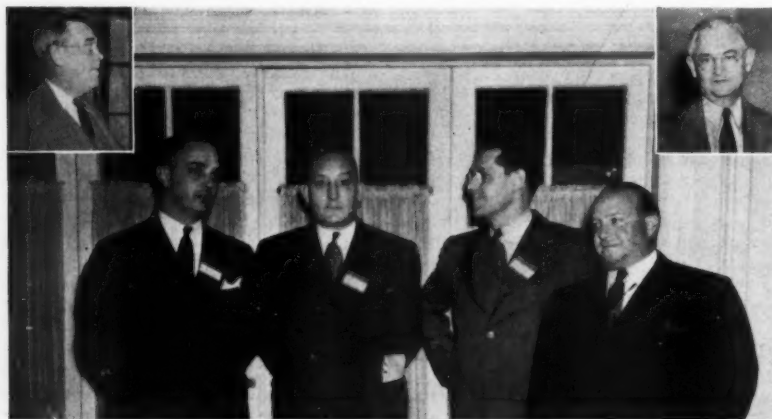
In the matter of truck deliveries to retailers the industry has gone too far in recent years; this, too, is being changed by the war, according to the speaker. That the change is for the better is generally recognized, for economies are being forced that firms were not able to make individually and maintain good will in strong competition. The old, costly evils of two deliveries a day to a customer, regardless of the size of the order, plus extra services, are out for duration—if not longer.

As for the retailer himself, his reaction to the curtailments has generally been very favorable. For one thing, said Mr. Christian, it gives the market owner more time for his own business. It has cut out many of the phone call solicitations and by eliminating small deliveries takes less of the retailer's time checking over items delivered.

An added benefit to the packer is the fact that the new order is cutting down the amount of product returned by the retailer. Branch houses which formerly stayed open 60 to 70 hours a week can now operate more efficiently on 40 and 50 hours. Mr. Christian mentioned one branch house that was opening at 6 in the morning and closing at noon—with no opening on Saturday—that was operating with no loss in volume but a considerable decrease in expense.

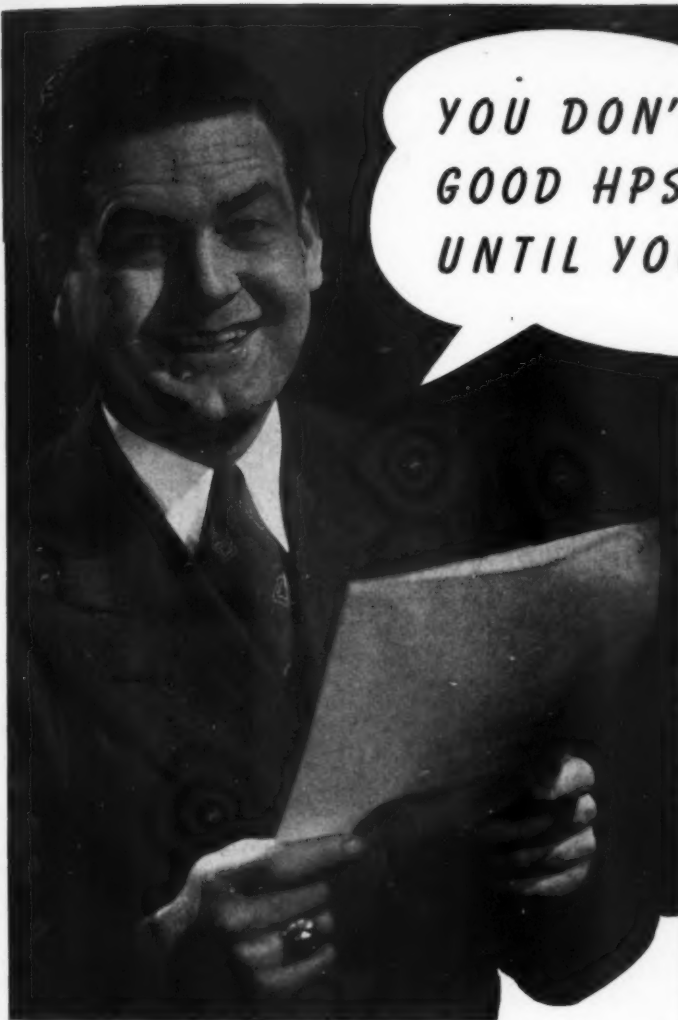
Another economy "for the better" imposed by wartime conditions is in the packaging, it was mentioned. Extra wrappings are being omitted on bacon and smoked meats.

(Continued on page 142)



SPOKE BEFORE SALES AND ADVERTISING SECTION

Left to right: R. G. Thomas, Lima Packing Co., chairman, and speakers J. W. Christian, Cudahy Packing Co., W. S. Herrington, Leo Burnett, Inc., and V. E. Whan, Wilson & Co. Left inset, John C. Milton, American Meat Institute; right, Fred Waller of the Office of Price Administration.



You'll never really discover how good HPS STA-TUF is for wrapping and protecting perishable meats, until you actually try STA-TUF in your own plant. The toughness, high wet strength, opacity, porosity, and attractive appearance of STA-TUF amazes everybody the first time used.

The same is true of HPS FREEZER WRAPS...the heavily-waxed, airtight sheets so many leading packers use to protect bellies and hams against freezer burns. Made in two grades (Master and Standard) HPS FREEZER WRAPS give you the ultimate in one-sheet or two-sheet wrapping protection.

All packing house papers in the HPS line will amaze you with their performance. Whether you try HPS FRESHWRAP, HPS PACKERS OILED WHITE, HPS WHITE WAXED, or HPS NATURAL WAXED you're in for a pleasant surprise when you discover how they speed up wrapping, make neater safer packages, and how they cut wrapping costs.

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Let us solve your paper problems on government contracts and emergencies. If shortages of your present papers are worrying you, perhaps we can fill your needs. We'll be glad to send you sample sheets of HPS Papers on request.

**H. P. SMITH PAPER CO.**

3001 WEST SIXTY SIXTH STREET

CHICAGO



HPS STA-TUF strips off meat intact...does not pulp. Valves off excess moisture and permits breathing. Ideal for packing any cut requiring a durable, wet-strength paper.



HPS PACKERS OILED WHITE is scientifically processed to "valve" moisture off meats...prevent sweating...reduce spoilage. Meats wrapped in this specially-processed, taste-free, odorless paper retain attractive appearance much longer.



HPS FRESHWRAP is treated to resist blood, juices and moisture. An inexpensive wrap used extensively for refrigerator shipments and local deliveries.

A Sure Sign  of Good Paper

**WAXED, OILED and WET-STRENGTH PAPERS**

## Meat Shortage Reactions of Retailers and Consumers

The next speaker was W. S. Herrington of Leo Burnett Co., Inc., advertising agency. The results of a poll conducted by the agency at the request of the American Meat Institute were presented. The poll, taken by personal interview of a representative cross section of meat dealers and of the public, was conducted on the same scientific lines as those used in the Gallup and Fortune polls. In the survey, 462 retail meat dealers and 2,065 housewives in Boston and Chicago were questioned regarding their reaction to the shortage of civilian meat supplies. In Chicago a majority of retail meat dealers said they had trouble getting pork; in Boston the shortage was in beef. Eighty-four per cent of the Chicago retailers and 93 per cent of those interviewed in Boston said that they had difficulty getting supplies. Fifty per cent of the Chicago retailers and 58 per cent of those interviewed in Boston stated that their business had been hurt by the shortages.

It was significant, the speaker said, that the majority of the dealers did not realize fully the role being played by the packing industry in the war effort. Meatless days as a solution of the rationing problem were favored by 63 per cent of the Chicago retailers and 64 per cent of those in Boston. Blame for meat shortages as calculated from the poll of housewives showed that half of them blamed the government and 17 per cent blamed the livestock producer. Meat packers ranked third on the "blame" list.

## Survey Shows Attitudes Among Retail Meat Men

In the concluding talk of the sales and advertising section, John C. Milton of the staff of the American Meat Institute presented "A Study of Current Retail Thinking." The material consisted of conclusions drawn after talks with all types of meat retailers in many sections of the country. Retailers are facing some drastic problems, the speaker pointed out, for they are being forced to operate on a smaller dollar volume and with fewer items to offer the public. The situation presents a real chance for service activity by packer salesmen.

Mr. Milton stated that it is significant that 76 per cent of the retailers he interviewed did not blame the packer for their troubles, indicating that they have a good grasp of the general meat picture. However, the retailers are confused as to future plans and possible supplies. Information on which to base merchandising programs under the emergency is needed badly in the retail meat trade. The interviews showed, said Mr. Milton, that a majority of those having trouble getting supplies were the retailers who have been in the habit of "shopping around" for supplies. As a result, he said, "many of the chiselers are getting chiseled" while the steady buyers are being taken care of as adequately as possible.

## Engineering and Construction

CONSERVATION, maintenance and "make-it-stretch"—all important aspects of meat plant operation in wartime—were three of the subjects covered in the engineering and construction section meeting at the Drake on October 3. Allen McKenzie was presiding chairman and H. P. Henschien was program chairman.

This meeting was well attended by packinghouse engineers and other operating men. Visual exhibits were used to supplement several of the talks and aided in making the presentations more effective.

## Toombs Tells Where to Conserve Refrigerants

Harold M. Toombs, long associated with the engineering staff of Armour and Company and now connected with the Army Air Force Technical School, Chicago, spoke on "Conserving Refrigerants."

After stating that there had been some apprehension about a shortage of refrigerants, because of the need for certain compounds in the manufacture of munitions, Mr. Toombs declared that there is no acute shortage of ammonia for use in meat packing refrigeration. However, amounts allowed the industry in the future will probably depend on the frugality with which ammonia is used. Conservation is required to avoid drastic limitations.

Although there are five basic chemical refrigerants—ammonia, freon, sulphur dioxide, carbon dioxide and methyl chloride—ammonia is most used in the meat packing industry because of its

low cost per minute per ton of refrigerant circulated. Concentrating, therefore, on the conservation of ammonia, Mr. Toombs listed the following points in the refrigeration cycle at which ammonia can be conserved:

1. The ammonia cylinder should be completely evacuated. Weigh the full cylinder, including valve head, slowly release pressure to low side (making sure fittings are tight); evacuate to a vacuum, let stand and take another drag and check weight. Use a compound gauge and a check valve. Ship cylinder back to manufacturer immediately.

2. The liquid receiver is a tight storage place for ammonia not in use. When refrigeration is not needed in a direct expansion cooler the liquid expansion valve is shut; the coil may be pumped down to atmosphere, liquid expansion, liquid stop and suction valves closed to leave the coil completely evacuated.

3. The compressor requires attention in ammonia conservation. Routine but sometimes neglected precautions must be taken. Mr. Toombs cited a case in which much ammonia was lost because the low side was being overfed, a condition which can be remedied by use of an accumulator.

4. The condenser is a good place to save ammonia. Check every flange, joint, stuffing box, gauge glass, drain valve, safety valve and connection for leaks. Mr. Toombs showed a section of 2-in. condenser tube with pin-hole leaks which resulted in heavy ammonia loss until discovered by use of Nessler's solution on condenser water. Purging of foul gas is another point to check in the condenser. Mr. Toombs advised use of an up-to-date purge drum and warned against overpurging.

5. Draining oil and salvage of ammonia from it is another conservation measure.

(Continued on page 146.)



## ENGINEERING SECTION SPEAKERS

Appearing on the Engineering and Construction section meeting program Saturday morning were Allen McKenzie (left), Wilson & Co., presiding chairman, T. A. D. Jones, Kingan & Co., W. B. Rorison, Carrier Corp., F. W. Marlow, Krey Pkg. Co., James A. Lawson (upper left), WPB, and Harold M. Toombs, Army Air Force Tech. School.

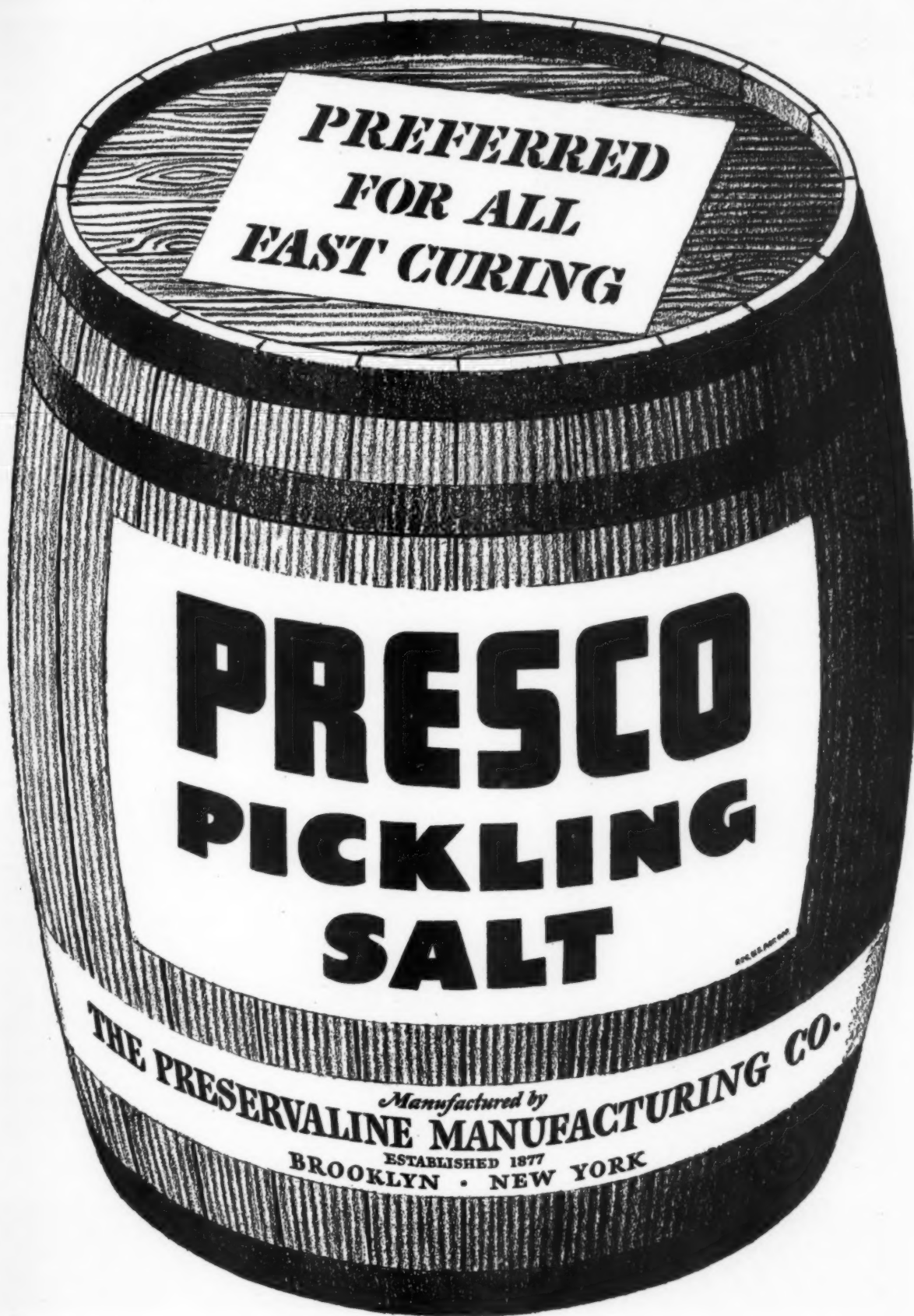


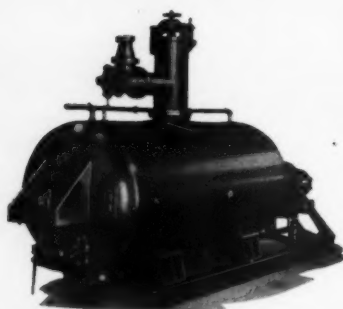
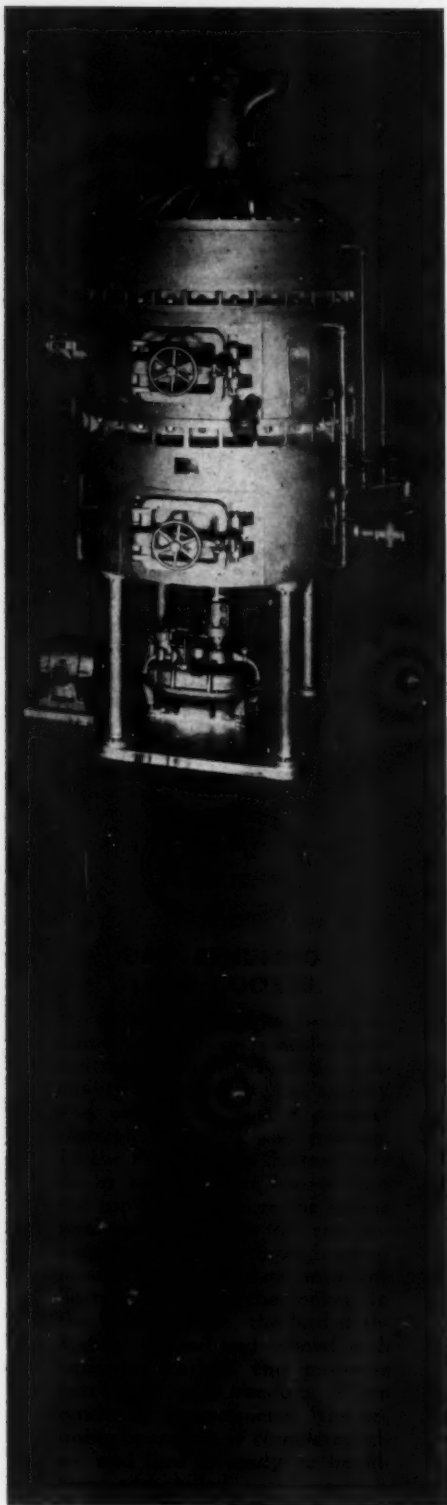
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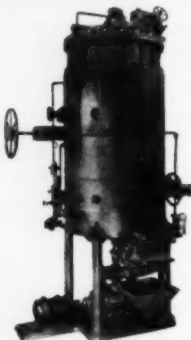
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D. Jones,  
James A.  
School.

17, 1942





**FRENCH HORIZONTAL COOKER**—Steel plate construction, all welded. Made in sizes to fit all needs, for jacket and internal pressures up to 100 lbs. Meets A.S.M.E. specifications.

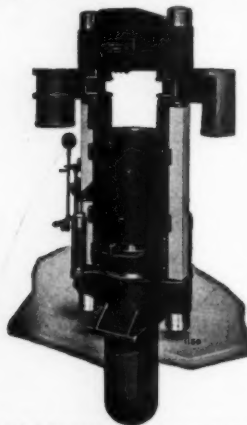


**FRENCH VERTICAL COOKER**—With built-in Percolator Receiver or Sub Kettle. Either edible or inedible rendering.

Sectional construction of special all non-rusting metal. Maximum efficiency in every capacity.



**FRENCH MECHANICAL SCREW PRESS**—As perfect as modern engineering can produce. Large capacity gives low operating cost per ton of material pressed. Rigid and rugged. The ideal unit for mechanical pressing operations.



**HYDRAULIC CURB PRESS**—The only press with floating heated curb. Gives increased yields at no increase in operation cost. Unusually heavy construction and long life.



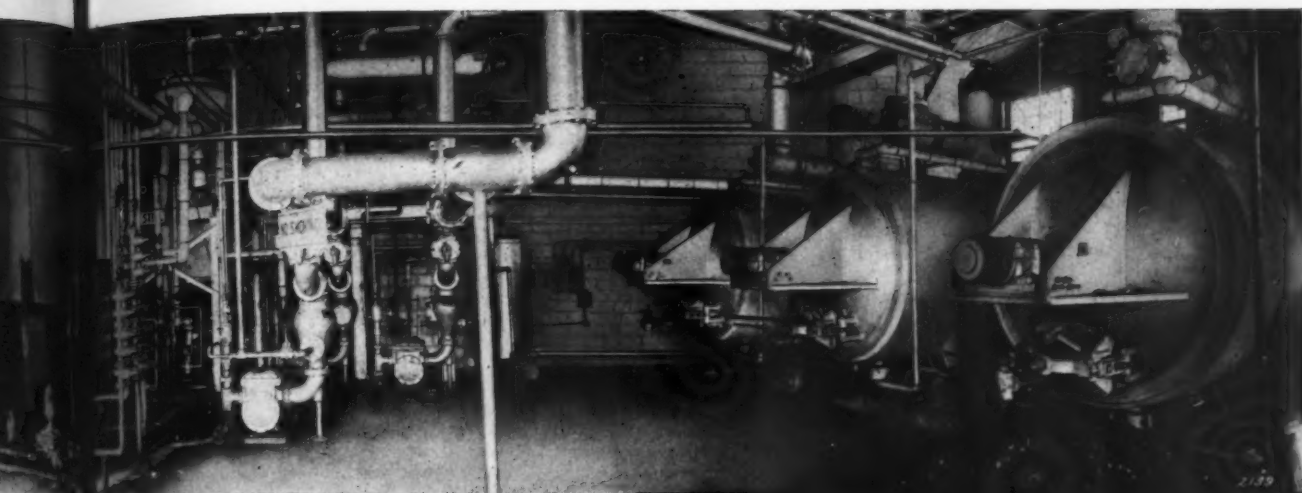
## FRENCH

The introduction of French Solvent Extraction Units and the perfection of the French Solvent Extraction Method represent gigantic strides in modern edible rendering. The French Solvent Method yields substantially higher grease extraction with minimum solvent losses. The system is completely sanitary, definitely fool-proof, and economical and profitable to operate. Finished cracklings command higher prices because of higher protein percentage. French equipment can be engineered to produce a system that requires no manual handling of product during processing, or it can be combined with present equipment under modified manual methods. Construction is sturdy, dependable and trouble-free.

French Dry Rendering Equipment is the finest that modern engineering has produced in this field. Individual units and over-all efficiency are of substantially higher quality because units are engineered to produce a perfect working combination.

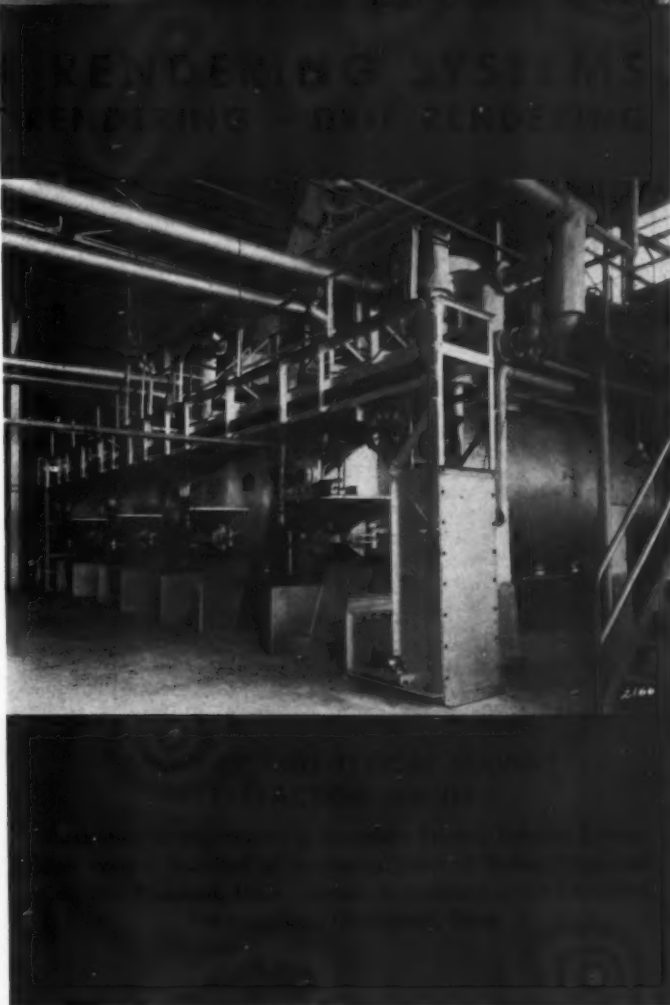
The French field men are thoroughly practical and well-versed in modern methods. Because French makes all types of rendering equipment, you can be sure that their recommendations will be completely unbiased, adequate to solve your problem under the best possible methods for your plant and particular circumstance. Consult a French expert for complete rendering satisfaction!

**FRENCH OIL MILL MACHINERY**



## INCREDIBLE AND INEDIBLE SOLVENT EXTRACTION • DRY

French Solvent rendering equipment is indeed fortunate because the superior construction, extra strength and higher quality built into French equipment enable it to operate at lowered costs for considerably longer periods of time. All French equipment is designed to secure maximum yields and highest quality in the finished product. Packers now using French equipment actually realize higher profits at lower operating costs. Packers who contemplate the purchase of rendering equipment should by all means consider the advantages of buying French Oil Mill equipment. The initial cost is no higher than for less efficient equipment of ordinary design and construction. We urge both Meat Packers and Renderers seeking top performance to use their priority ratings to buy **FRENCH!** All French equipment is built to the highest standard, with performance the prime consideration. French equipment uses more critical materials than inferior types, and it will help the Meat Packing and Rendering Industries produce the stepped-up quantities of edible and inedible fats and oils required to meet the increased demands of our present war-time program.



RY CO., CINCINNATI, OHIO



## Conserving Refrigerants

(Continued from page 142.)

6. Plain leaks account for much ammonia loss, according to Mr. Toombs. This part of his discussion was illustrated with samples of direct expansion piping in which leaks had developed. In many cases the pipe had been reduced to paper thinness through corrosion and would not hold ammonia under pressure.

7. Pump-outs for overhauling are necessary, but ammonia can be conserved if a small portable air compressor is used for this purpose. It may be hooked in series with a pump-out line, is flexible and will save ammonia.

Mr. Toombs declared that it is impractical to attempt to set a specific figure for acceptable ammonia losses because plants differ. Low temperature plants lose ammonia in purging air; excessive pump-down also causes ammonia loss.

Summing up, Mr. Toombs said that the best way to save ammonia is to set aside one hour each day for checking for ammonia leaks, using a sulphur stick, litmus paper or Nessler's solution. Be a detective and save on important wartime material—ammonia.

## Centrifugal Refrigeration in Meat Packing Plants

William B. Rorison, Carrier Corp., presented a technical discussion of "The Place of Centrifugal Refrigeration in the Meat Packing Industry" illustrating it with slides.

Tracing the development of centrifugal pumps, Mr. Rorison stated that in recent years a type had been worked out which is suitable for pumping ammonia. It is a single stage, 5 lbs. suction and 150 to 175 lbs. discharge.

Centrifugal pumps have not been used in refrigeration until recently because of inertia and lack of suitable refrigerants. Since 1922, when the first centrifugal refrigerating machine was installed by Dr. Willis Carrier, tonnage has increased tremendously and there are now over 1,000 machines in service.

Mr. Rorison stated that the centrifugal refrigerating machine has no temperature limitations; it has been used for temperatures as low as 67 degs.

Mr. Rorison then illustrated the manner in which a centrifugal refrigeration system operates by means of diagrams

### ARCHITECTS AND ENGINEERS

1.—Snapped on a lounge in the lobby were (l. to r.) G. H. Smith, Smith, Brubaker & Egan, architects, Chicago, E. L. Neubauer, vice president, Field Pkg. Co., Owensboro, Ky., and Al Egan, Smith, Brubaker & Egan.

2.—William H. Knehans, Packers Architectural & Engineering Co., St. Louis.

3.—George E. Hinchliff (left), industrial div., Johns-Manville, New York, and "Bob" McLaren, Chicago architect.

4.—John J. Dupps (left), John J. Dupps Co., Cincinnati, and H. Peter Henschien, Henschien, Everds & Crombie, Chicago.

and photographs. He described in considerable detail the unit installed in the plant of Geo. A. Hormel & Co., Austin, Minn. (see THE NATIONAL PROVISIONER of April 13, 1940, page 24) and told how the unit is used in conjunction with the Hormel steam and power plant to effect considerable economies.

A second centrifugal unit is being installed at Hormel's, and another will soon be in use at the plant of the Rath Packing Co., Waterloo, Ia.

## Jones Gives Pointers on Wartime Maintenance

The packinghouse engineer has the wartime job of keeping the plant at maximum operating efficiency with a minimum of maintenance supplies and practically no replacement equipment, T. A. D. Jones, engineer, Kingan & Co., Indianapolis, pointed out in his talk on "Maintaining Plant Operating Efficiency Under Wartime Conditions."

To be effective, maintenance must be planned and systematic; maximum availability of equipment and freedom from breakdown can be achieved only through inspection to spot weaknesses before breakdowns occur.

Mr. Jones then called attention to a number of worthwhile points in preventive maintenance:

1. Lubrication practices have developed greatly in the past ten years. While a packinghouse has a multitude of lubrication problems involving extreme heat, extreme cold, extreme moisture and dust, much help can be obtained from oil company lubrication specialists. Many equipment breakdowns, no longer easily repairable because of scarcity of parts, can be traced to faulty lubrication.

2. Misalignments and maladjustments cause many failures in equipment. Breakdowns should be analyzed for these causes so they can be avoided in the future.

3. Equipment overloading should be watched; some machinery will stand

heavy overloads, other machines will not. There will be a tendency to overload as plant volume rises and excessive deterioration must be avoided.

4. Exposed surfaces of all machinery susceptible to rust should be coated with an inhibitor; idle equipment should be protected so it will be available when needed.

5. Small portable machines—scales, linking machines, etc.—should be cleaned, dried and oiled daily and stored in a warm, dry room. They are very delicate.

6. Rubber products deserve particular attention since they are almost irreplaceable. V-belts should never be rolled on or forced over the groove with a tool; belts should be placed by hand with slack on top or bottom. Drive and driven pulleys should be in the same plane. Never mix old and new belts in the same set, but used belts may often be used for lighter drives. Prevent oil from dropping on V-belts and avoid installation in high temperature locations. Do not use belt dressing on V-belts; the belt should be cleaned with high test gasoline.

Hose used in industry generally gives only one-half the service it should. Premature failures are often caused by improper fittings or poor application. Fitting shank should not cut the tube or lining. Packinghouse steam and hot water hose deserve particular attention; they should be carefully drained of moisture after use. Since oil and grease on packinghouse floors attack rubber hose, the hose should be drained and racked when not in use.

7. Building overloads should be watched as plant volume and demand for storage space increases. It is easy to damage old buildings, particularly those of mill type construction, by overloading.

8. Steel structural members and sash should be protected with paint since they cannot be replaced.

Mr. Jones stated that substitutes for some of the critical materials help the packinghouse engineers with wartime maintenance problems. He cited the use of micarta for pump valve disc (see THE NATIONAL PROVISIONER of August 29, 1942, page 22), mineral insulation, transite pipe, glass blocks and the possibility of using lacquer for tin.

Mr. Jones also touched on the conservation of existing equipment through welding and metal spraying and advised the salvaging of bearing metals from obsolete or unsalvageable equipment.

The packinghouse engineer of today must know War Production Board priority procedure. Mr. Jones said that PRP is difficult but not impossible to work with; it allows WPB to control inventories and use of critical materials. Approximately 45 days' inventory is allowed for critical materials; and this calls for planned maintenance and inventory control. On breaking down his inventories the packer may find he has one week's supply of one part and two years' of another; such unbalance may cause difficulty in getting essential



parts. In such cases it is essential that the packer clean out idle items. Mr. Jones recommended that packers working under PRP begin at once to clean out repair parts for discarded equipment, etc., so that stocks of parts and supplies for essential equipment can be built up.

He noted that packers often cause themselves delay on their PD-1a applications by improper compilation of these forms and suggested that the Institute's Washington office can help expedite applications. WPB should be given complete information on the reason for the packer's request—not be left to guess.

### Lawson Gives Picture of Priority Situation

WPB priority problems from the other side—that of the War Production Board—were described by James A. Lawson, formerly of Swift & Company and now with WPB.

Mr. Lawson declared the material outlook is poor and that military and lend-lease requirements must receive first attention. Thousands of PRP and PD-1a applications are received in one week, all asking for critical materials. The industry is getting and will receive only the minimum amount of materials. While making no specific predictions as to packing plants, Mr. Lawson said that

it may be necessary to concentrate production, wherever possible, into plants which can run 24 hours per day.

He suggested that packers fill out applications completely to save WPB time and urged that less attention be given to pleas of the industry's essential character and more to exact data on why a certain piece of equipment is needed.

WPB is ready with trigger service on emergency repairs and breakdowns. Mr. Lawson described the "John Doe" forms for emergency use and said that a phone call or telegram to WPB's repair and maintenance division would receive immediate attention.

Too many high ratings were issued in the past; there will be no skyscraper ratings in the future. The material is gone and there is only so much to go around, which will be rationed under an allocation and requirements system.

Mr. Lawson warned that WPB sticks close to WPB business and cannot meddle with the affairs of OPA and other agencies. He urged packers, for their own long-time best interests and the war effort, to report idle plants and facilities to WPB so they can be used or salvaged.

### Marlow Tells Ways to Stretch Plant Capacity

F. W. Marlow's discussion of "Making the Most of Present Plant Capacity" was somewhat curtailed on account of time. Mr. Marlow, chief engineer of the Krey Packing Co., St. Louis, mentioned a number of methods by which plant production can be increased with present facilities. These included:

1. In killing and cutting departments hogs should be graded in the yards. Killing chain should be kept full. It is not possible to chill hogs properly when heavies and lights are mixed. Quick chilling methods, such as the Carrier system, deserve investigation; quick and complete chilling means faster cutting.

2. Arrangement of hours may be helpful. Some departments can work two or three shifts and it may be desirable to adopt a 48-hour week. Use of the noon hour is one way of increasing the effective plant day.

Various developments of recent years offer great possibilities for increasing production. These include adoption of spraying rather than soaking for cured meats; air-conditioned and rotary smokehouses; skinning and bacon forming machines, and use of increased pressure for rendering lard.

Plant rearrangement may help the packer; Krey now cuts 600 hogs in space once used for 450.

Power and steam plant improvements, such as the use of over-fire air, cut costs and increase capacity of existing facilities. At the Krey plant the use of over-fire air (see THE NATIONAL PROVISIONER of April 19, 1941, page 13) increased boiler capacity, cut cleaning, refractory and other costs and reduced time needed to put a boiler on the line.

## Livestock Section

THIS year's livestock section meeting commanded broad attention from all branches of the industry. Practically every seat in the grand ballroom of the Drake was occupied long before the first speaker made his appearance. Following the talks, numerous groups lingered to discuss new problems created by America's entry into the war.

Producers listened to discussions of packers' troubles, and vice versa. A representative from the Office of Price Administration described OPA's multifarious problems and hinted now and then that price ceiling inequities are far from being solved. The ultimate aim, he explained, is to set the industry on sound footing, even though it will be under almost complete control by government agencies.

G. B. Thorne of Wilson & Co., presiding chairman, keynoted the program with a request for cooperation from every branch of the industry.

### Clearing Misunderstandings In Today's Meat Situation

"To Correct Misunderstandings About the Meat Situation" was the title of the talk given by Homer R. Davison of the American Meat Institute. The fear of a meat scarcity must be erased from the minds of consumers, he said, for there will be plenty of meat for all. However, in order to insure adequate meat supplies, the rough spots in the present ceiling program must be ironed out. There must be living space between livestock cost and selling price, but patience is needed for a workable plan for all concerned, because it cannot be put together over night. With the future highly uncertain, there can be no long-term figuring as in times of peace.

Mr. Davison pointed out that the most important work now to be done is proper feeding of our fighting forces. It may be hard at times to get new equipment because of the many restrictions and priorities, but regardless of circumstances packers should plan on killing record numbers of livestock.

There should be no meatless days, Mr. Davison warned, for in this country meat is the symbol of democracy. A newcomer in the United States often speaks first about the abundance of food when discussing the merits of this nation.

### Elkinton Discusses Aims of Price Control Program

Charles M. Elkinton, head of the meat, fish, fats and oils division of the Office of Price Administration, spoke on "Objectives of the Office of Price Administration." He said that ceiling revisions will be made that will allow profitable functions by all branches of the meat industry. The objectives of the OPA are many, he declared, but the government must have control of all



#### CONVENTION PAIRS

1.—A Philadelphia team. A. Cooper, president, Bernard S. Pincus, Inc., and B. C. Zitlin, Millar Bros. Co., Philadelphia.

2.—Russell L. Gambill, vice president, and E. O. McCord, treasurer, of the Globe Co., Chicago.

3.—A. B. Hoffman, supt., White Pkg. Co., Salisbury, N. C., and S. E. Strahan, Griffith Laboratories.

sides of the picture for successful prosecution of the war.

Speculation, hoarding, cheating and other vices must be eliminated to protect both producers and processors during and after the war, Mr. Elkinton pointed out. There must be voluntary cooperation in order that inflation may be halted. Various forms of price ceilings on "the other guy" have been suggested, but they have not been workable from all angles. He said that hogs advanced because there were loopholes in the original price ceiling set-up, but that the blame cannot be placed entirely on OPA because much of its action was taken on suggestions offered by leaders in the industry. There were also errors by his branch of the government, Mr. Elkinton declared, and the present aim is to relieve the pressure they have caused.

Big packers have been accused of "putting the squeeze" on small packers, and farmers have been called tricky and accused of holding back supplies, but there has been no proof of any of these charges, he said. Rather, the inadequacy of the program on ceilings has resulted from original errors.

The new ceiling plans will have a list of prices for certain areas, Mr. Elkinton said, and plans are to release them as soon as possible. They will not remedy all ills, but will be a vast improvement over the first program. Although OPA feels that success is near, it recognizes that the problems are many and that in order to insure complete satisfaction for all, movements must be cautious.

### Connors Describes Retailer's Problems Under Price Set-up

"The Retailer's Problems Under Price Control" was the title of the prepared talk by T. A. Connors, national meat representative of the Great Atlantic and Pacific Tea Co. In his opening remarks, Mr. Connors said that it might be better to discuss other problems that were more important. Mr. Connors planned his talk so that it might be helpful to OPA in arriving at ceilings which would be equitable for all concerned.

He said that retailers, as well as everyone else, are anxiously awaiting new ceilings promised by OPA. However, speed should be second to nothing else in getting the plan in working order. Mr. Connors reminded his audience that in nine short months this nation has accomplished what the Axis powers required years to do. But in constructing any program, he said, the politician must be left out, for whenever politics enters into government activity as serious as the setting of ceilings, failure is inevitable. There must be cooperation all the way from the producer to the consumer in order to have success.

Mr. Connors pointed out the need of representation from all groups in order to have fair restrictions on prices. He suggested that a small committee be appointed that would include cattle, hog and lamb producers, retailers and meat processors.



### SPEAKERS AT LIVESTOCK SECTION MEETING

The set of speakers at this year's Livestock section meeting included (l. to r.) Albert Smeby of the AMA, G. B. Thorne, Wilson & Co., presiding chairman, T. A. Connors, the Great Atlantic and Pacific Tea Co., Charles M. Elkinton, head of the meat, fish, fats and oils division of OPA, C. L. Farrington, Indianapolis commission man, Homer Davison, American Meat Institute, and Allan Kline, hog feeder of Vinton, Ia.

### Commission Man's Viewpoint Is Presented by Farrington

Another angle, "How It Looks to a Commission Man," was brought out at the meeting by C. L. Farrington, Indianapolis commission man. Mr. Farrington said that the fundamental basis on which all livestock markets operate is the law of supply and demand. It has been the principal duty of the commission men to keep this old law functioning to the fullest extent. The only way to arrive at the proper value of any live meat animal is to make it available to as many different meat packers or processors as possible, let each decide what it is worth to him for meat purposes and make his bid accordingly—then let the buyer who is willing to pay the most become the purchaser.

To keep a flow of livestock to market so that each packer or processor can depend on that market for daily supplies and continue to function as a bidder for livestock, requires that the factor of supply likewise be fully maintained, he pointed out. Naturally, when the supply exceeds the demand, and buyers can be more independent in their purchasing, the price works to a lower level; when supply is short of demand and buyers have to compete more briskly, price levels rise. The commission man who wants his market to remain in the livestock marketing picture must strive constantly to see that supply and demand are as nearly in balance as possible and that the ability of the buyer and producer to bargain effectively is maintained.

Mr. Farrington suggested several points that would set the program on an equal basis: Among them were 1) a revision of pork ceilings which would put packers on an equal footing in the same area; 2) establishment of proper

differentials between areas that would permit proper distribution of meats, and 3) regulation of civilian demand if there is not going to be enough meat to go around. He said that the first two points are absolutely essential and understood that such ceilings had been set up, but have not had sufficient time to make their effect felt.

All these points will help, according to the speaker, but our principal suggestion to those in authority has been to "increase production." There will be demand for more food than we can produce. However, to discard what we have learned about production and concentrate upon ceilings means sailing on an uncharted sea.

### Small Receipts Not the Fault Of Farmer, Hog Raiser Says

Allan Kline, Vinton, Ia., hog raiser, spoke on "The Livestock Man's Viewpoint." Mr. Kline was introduced as one of the more successful farmers. He has been a leader of numerous farm organizations and is often called upon to air his views on farm topics.

All accusations that farmers have not been giving their utmost to the war effort were denied by Mr. Kline. They have been blamed for small receipts and forcing market prices higher, but in reality it was all due to lack of finished stock, he said. The one thing that the farmer wants is assurance that his stock will sell profitably months after he has made his investment. His gamble is great, for there are few other business ventures calling for the investing of money with no assurance of how the future will turn out. This year uncertainty and warnings of price ceilings forced many to sell short and hurt their chances of profit. Others have not filled their feedlots because there is no



assurance that the farmer will be protected in the future. The one and only solution is to put ceilings on everything that is sold.

Mr. Kline warned sharply that after the war, these many restrictions must be removed if the American way of living is to be revived. The war is the main thought at present and the government should not be blamed too much for the course it is taking in order to insure victory. But the restrictions and red tape now entering into everyday living are not normal and are copied from totalitarian governments. When the war is won and the normal way of living returns, then we shall have a democracy. But if the present way of living is maintained, we have lost the war and our objective—the democratic way of life, Mr. Kline warned.

### Systematic Marketing Urged By Representative of A.M.A.

Albert Smeby of the Agricultural Marketing Association has been working recently, mostly with hog producers, in an effort to promote systematic marketings during the rush season of the year. The Department of Agriculture visualizes hog slaughter of around 8 million head during the peak month of the season, with a possibility of an even greater total.

In order to process that large a total, it will be necessary to do away with all bottlenecks during the peak period, Mr. Smeby told his audience. Our aim now is to have runs distributed so that all plants can be at peak production instead of overloading some while others have less than they can handle. By observing market trends in other years, it is estimated that the runs will reach a peak some time in December or January next year.

The government wants the help of packers as well as farmers, he said, because in order to have things work smoothly all must cooperate. We may have to be more efficient than ever during 1943, for it is possible that pork production will be larger for that year than the promised record for 1942. The handling of such a tremendous volume of livestock will tax every means of transportation; that is why the Department is urging consideration of the problem.

### CONVENTION FLASHES

"Al" Brickman, vice president, Illinois Meat Co., each year takes a more active part in convention activities. This year his company is doing a great deal to aid the war effort and he is keenly interested in the many conditions that affect the industry.

Jim Scala, president of the Gold Medal Pkg. Co., Utica, N. Y., was again on hand. The progress made by his company is a testimonial to Jim's ability as a packer.

Dapper Dan from Pittsburgh was none other than Bill Yeager, head of the Henry Lohrey Co.

## Sausage Division

H. A. ARMSTRONG, manager of the sausage division of the American Meat Institute, called the sausage division meeting to order and presented Walter Seiler, chairman of the Institute's sausage committee, who acted as presiding chairman for the program and delivered the first talk. A powerful speaker, Mr. Seiler won undivided attention with his complete command of his subject. A summarization of his remarks follows:

### Adjusting Viewpoint to Fit Conditions of War

Mr. Seiler, taking as his subject "Adjusting Our Viewpoint to War Conditions," stated that sausage making was a venerable and honorable calling. This industry has passed successfully through many other wars, including the first World War. Consequently, when it faces trouble it has the past to guide it. The government now wants the help of this industry. It is asked to expand. The inspected canners and sausage manufacturers can expand readily, but the non-inspected plants can also take part in this movement. First, they must go to Washington and apply for inspection, which will be extended to them with a minimum of change. All of us must work together to help our country and our industry, said Mr. Seiler. The prospects may look dark for us now, and we may fail to see the forest for the trees that surround us.

We are an efficient industry. There are over 2,000 beef, pork, and general packers, most of whom manufacture sausage. There also are 808 independent sausage makers, who make 35.5 per cent of the total volume of sausage produced. These two groups are both efficient, since the small manufacturers price their goods within 0.1c per pound of the prices of the larger makers.

With the new regulations, the retail dealer will have his volume cut about ten per cent, but his overhead will continue. The loss in red meat volume can be made up by sausage products. The industry will have about 30 per cent more head meat, jowls, fat backs, plates and other such meats. Of course we must curtail output of frankfurters and

bologna, but there are hosts of other items that can be made from such meats. The public will be amenable to changes in the types of sausage it eats. We have a duty to the housewife to supply her needs in sausage. These products will give her protein, minerals and certain vitamins which are usually furnished by red meats.

Other changes include an increase in the cereal content of sausage, which will help to stretch the meat. A change from 3.5 per cent to 10 per cent is expected to be sanctioned by the Bureau of Animal Husbandry. Some states have laws that do not allow the use of cereal, but it is plausible to expect that they may relax enforcement so that sufficient types of sausage may be made to meet the needs of their citizens.

The traditions and background of the sausage industry are a source of pride. Its growth in recent years has been great, from 1½ billion lbs. to about 2 billion lbs. The Greeks have a story about Prometheus and his lighted torch, which was passed on from one runner to another until the victor finally crossed the line with the torch still burning. We must do likewise, the speaker declared, and pass our light on to these who will succeed us.

### Sausage Research Data Are Presented by Clubb

H. W. Clubb of the Cudahy Packing Co., chairman of the Institute's casings committee, reported some sausage research activities in 1942. The purpose of the session was to meet the problems of the industry. Its processing problems are not inconsequential, and they have never been more important than now. In many cases we have as yet only superficial information. Greater knowledge of the reasons behind sausage processing steps will help to control the processing.

Mr. Clubb then referred to the previous work of the Institute on molds, green rings, nitrate and nitrite and sugars. Much work has also been done by individual manufacturers. However, the exact changes which take place in curing and smoking are not known. There is too much variation during the smoking procedure, and these must result in variable end results. Research shows up our lack of information on exactly what chemical changes take

### ON SAUSAGE PROGRAM

H. A. Armstrong (left) and George M. Lewis, American Meat Institute, with H. W. Clubb, specialty division, the Cudahy Packing Co., and Walter Seiler, presiding chairman of the sausage division meeting. Their timely reports are summarized on these pages.





## BETWEEN SUBSCRIPTIONS

*The National Provisioner* desk in the lobby of the Drake was one of the most active spots on the floor. Miss Grace Haskins (left) and Mrs. N. H. Wheeler were kept busy from early till late taking subscriptions and filling requests of visitors. Many in the industry stopped daily to get a line on trade news and market trends, which were kept up to date, and also to renew subscriptions. Copies of the October 3 issue of the magazine were distributed.

place during processing and why we handle our product as we apparently must.

The nutritive value of sausage has been shown to depend on the ingredients and on the curing, smoking and cooking procedures. New smokehouses are not merely substitutes for the old; they are a new device requiring new procedures to get the best result.

Regular frankfurters and those made under army specifications have been subjected to intensive scientific study. Regular run formulas and procedures in manufacture were followed. Portions of several lots of such sausage were stuffed into natural casings and other portions into cellulose casings. Processing times and temperatures were recorded for each lot, and every effort was made to procure uniform processing yields. The product then was heated as nearly as possible as the housewife or the army cook would prepare it for serving. When the various lots were compared it was found that the losses out of the cooler were very similar for frankfurters in artificial and natural casings, whereas the customer cook resulted in much greater loss in the sausage stuffed in cellulose casings. On the average, the regular commercial type franks in sheep casings lost 15.08 per cent out of the cooler while the other type lost 14.36 per cent. Losses during the housewife's cook were 0.38 per cent and 11.46 per cent, respectively. The total shrink, including that during processing and during the housewife's cook, was 15.39 per cent for the sheep casings and 24.24 per cent for the cellulose casings.

In addition to the total weight loss, which might be largely water, there were losses of nutrients. The solids lost, on the average, were 1.92 per cent for the natural casings and 4.03 per cent for the artificial casings. The protein losses were 1.12 per cent and 3.85 per cent; the fat losses, 0.50 per cent and 6.40 per cent; and the losses in phosphorus, 5.56 per cent and 14.86 per cent, respectively. Also, there was more spice and smoke flavor and more juici-

ness in the sausage in natural casings. The yields were also more consistent. Similar results were obtained with the army specification sausage.

It appears that the coagulated layer which forms under the cellulose casing, while it holds the shape and appearance of the sausage, fails to retain the juiciness and the full nutritive value, which are retained to a much larger degree by the sheep casings.

## Sausage Outlook, Ceiling Problems Viewed by Lewis

George M. Lewis, director of the Institute's department of marketing, discussed "What Is Ahead in the Sausage Business?" The first part of his talk dealt with the outlook for sausage meat supplies, and the second portion with price ceilings on sausage. The year ahead, in many respects, seems the most uncertain since the last war and may prove to be the most uncertain of all time for the industry.

Hog supplies have gone up markedly in recent years and in 1942 were to double those available in 1933-34, and in the year ahead will be the largest on record. There were about 52½ million head in the 1941-42 hog marketing year and present estimates indicate at least 65 million head in the 1942-43 hog marketing year.

Cattle numbers on farms and ranches have been increasing, and it is expected that they will reach 78 million head by January 1, 1943. Marketings under federal inspection are expected to be about 12½ million head for the calendar year 1942 and in 1943 are expected to be at least 13 million head. Marketings of calves have not shown much increase. During 1936-37 breeding stocks were liquidated somewhat, but such animals are now being conserved to increase cattle production.

As a result of the large output from all classes of livestock, total meat consumption in the current calendar year will amount to about 22.5 billion lbs. and it may reach 24¼ billion lbs. by the end of the coming year.

Government purchases of pork have increased considerably and are expected to increase even further next year, which explains the apparent shortage of meats for domestic civilian consumption. However, the amount available for domestic civilian consumption will be about the same as that for the 1931-40 ten-year average. The purchasing power of the consumer has shown a tremendous increase during the past year and it is this fact that is largely responsible for the apparent meat shortage.

Sausage production for 1942 has been above that of the past two years and considerably above the 1931-40 average. What production will amount to in the year ahead is difficult to forecast, but it is not likely that the curtailment will be as great as many in the industry anticipate.

The purchasing power in all classes has been above that of one year ago, and greatly above that of two years ago. In contrast, the cost of living has shown relatively smaller increases.

Present price ceilings based on beef have been disadvantageous for the sausage producer. It does not appear reasonable that the same controls that are applied to beef and veal should apply to sausage when only about 30 per cent of its ingredients are classed as beef and veal. At present it is understood that the Office of Price Administration is working on a new regulation for pork and beef. It also needs to provide a better plan for sausage.

An over-all meat procurement program for all federal agencies would seem to be indicated as a means of better predicting the amounts available for consumers. Comparing this with the total amounts available should indicate the bottlenecks and uncover the need for buying higher grades of meat when lower grades are becoming scarce. The point of view of the sausage industry has been presented to the federal agencies, and it is hoped that some relief will be accorded the industry.

## CONVENTION FLASHES

Ira Loewenstein, genial president of Superior Packing Co., led discussions on beef problems which brought very satisfactory conclusions. Mr. Loewenstein's able assistants, in addition to Reggy Pierce, are his sons Richard and Robert.

Activities between the Canadian side and the Mexican border keep architect R. J. McLaren stepping, but not so fast as to overlook the annual convention. "Bob," as he is better known, looked his best this year.

Robert Munnecke, executive of the P. Brennan Co., mingled with the crowd chatting with his many friends as well as old friends of his late father.

Missed at this convention was Frank Hunter, president of the Hunter Packing Co., who is recovering nicely from a recent illness.

# BOARS HEAD



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The gateway from the west to the east . . . located at the front door of the Corn Belt.

## *Railroad Service*

Fast, dependable trains leave St. Louis National Stock Yards daily for all points in the east, north, south and southeast. These trains are scheduled to run to Chicago, Detroit, Buffalo, Cleveland and Pittsburgh without feed! New York and other seaboard points with but one feed. Trains to south and southeast, one feed and less. Fast train service to Pacific Coast.

## *Order Buyers*

We have a large number of skilled order buyers purchasing all classes of livestock on orders. These order buyers are all registered with the government and are bonded.

## *Government Supervised*

The St. Louis National Stock Yards are under the U. S. Packers and Stock Yards Act. All buying and selling is under the supervision of government agencies, and the highest ethical trading practices are in effect. All scales are regularly tested under government supervision. A full-time inspector polices the yards to prevent bruising of stock. According to government figures, this market shows a low percentage of losses due to condemned stock.

You'll profit by buying at this convenient market. Come in yourself or place your orders with one of our many order buyers.

### *Calves*

Largest Calf Market in the United States . . . desirable weights and top quality

### *Cattle*

Exceptionally Wide Selection of Native and Western Beeves

### *Hogs*

Desirable Weights and Quality to meet your specific needs

### *Sheep*

Our Native and Western Lambs have proven most satisfactory to the trade

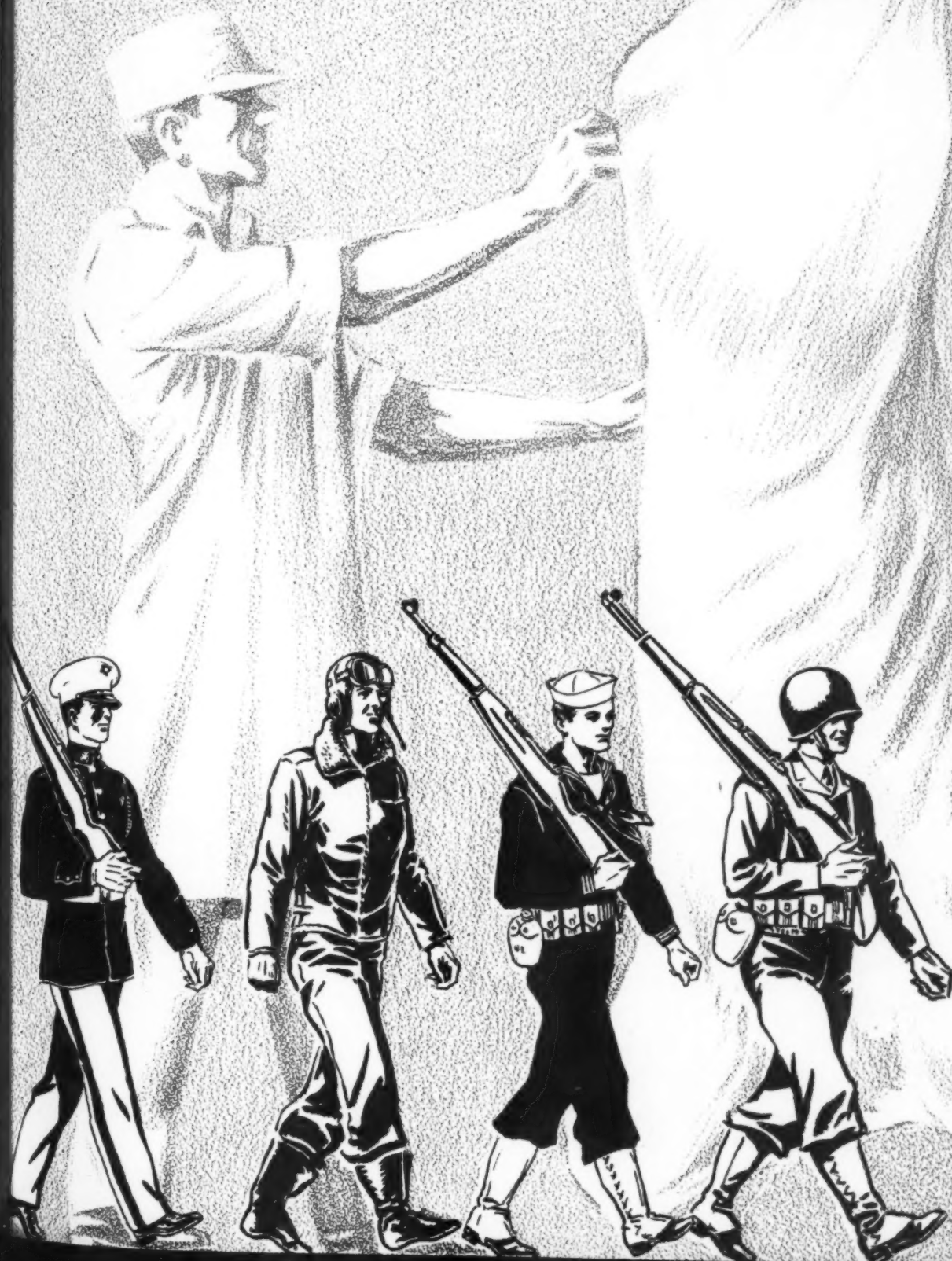
BUY U. S. WAR BONDS AND STAMPS

## ST. LOUIS NATIONAL STOCK YARDS COMPANY

NATIONAL STOCK YARDS, ILLINOIS

THE  
OS

# THESE PACKERS ARE BACKING THE NATION'S FIGHTERS



# VICTORY belongs to the BEST-FED ARMIES!



*"An army travels on its stomach"* today, just as surely as in Napoleon's time. And feeding the armed forces of the United Nations ranks in importance with supplying them with the weapons of warfare.

Meat . . . with its abundance of strength and health-giving vitamins, minerals, and proteins . . . is an essential in the diet of every man in the service. The industry is meeting the problem of shipping meat overseas to these men with new developments in processing and packing methods, and increased production to keep in step with the rapid growth of our armies.

With civilian meat rationing just around the corner, the meat industry is ready to assist the Government in plans for increased shipments to the United Nations' forces and at the same time deliver a reasonable supply of meat to every corner of our own country for consumers.

We of John Morrell & Co. feel that ours is an important trust—the responsibility of helping to feed the armed forces of the United Nations and the civilian population on the home front. We pledge ourselves to unrelenting efforts in accomplishing this vital task.

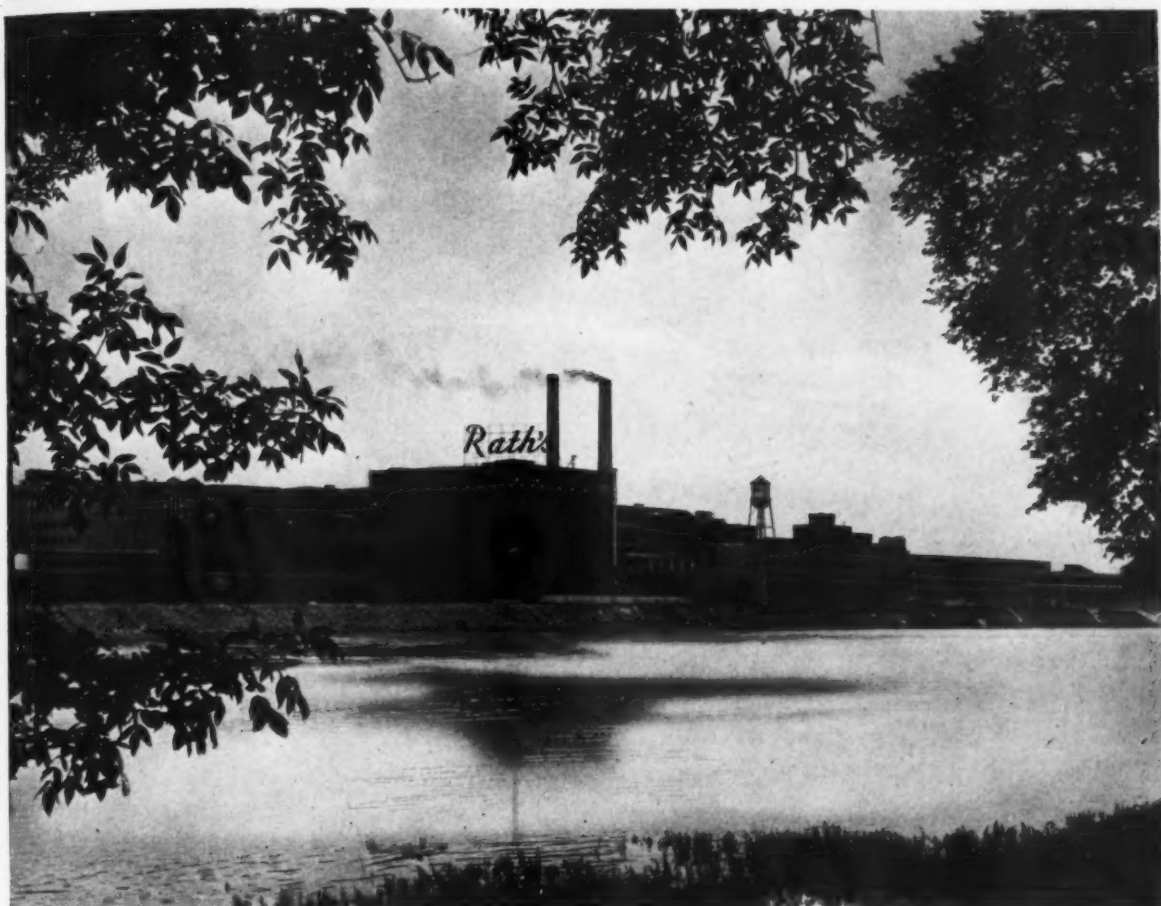
## JOHN MORRELL & CO.

GENERAL OFFICES: OTTUMWA, IOWA

PACKING PLANTS: OTTUMWA, IOWA • TOPEKA, KANSAS • SIOUX FALLS, S. D.

ESTABLISHED IN ENGLAND IN 1827 • IN AMERICA SINCE 1865





## *Rath's*--from the Land O'Corn

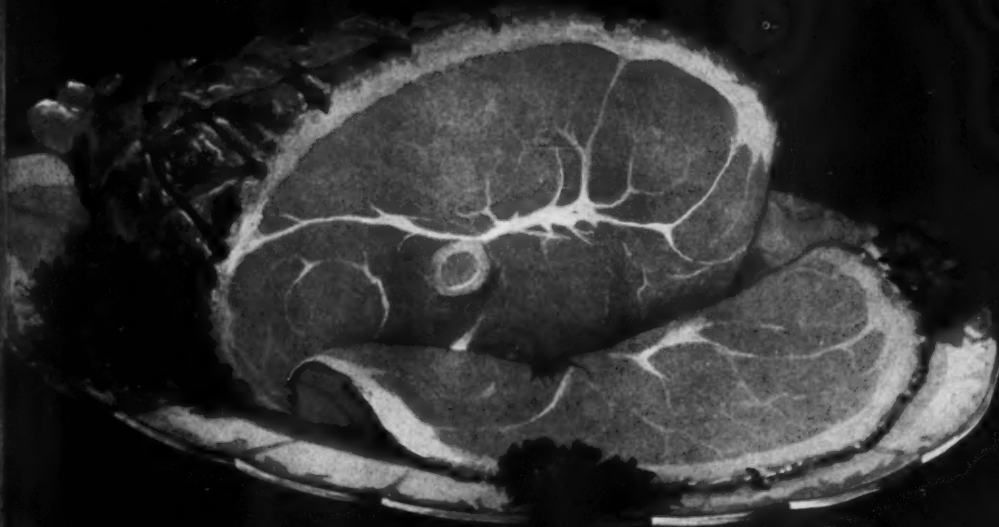
The Rath Packing Plant is located right in the heart of an island of tassel-topped stalks that bear golden ears of corn. Here modern buildings house the most efficient equipment and an organization of able and experienced meat processors. This expert handling accounts for the reputation and preference of Rath's Black Hawk Ham, Bacon and a score of other Black Hawk products, Vacuum Cooked Meats, Beef, Veal and Lamb.

**THE RATH PACKING CO.**  
WATERLOO, IOWA

**PORK  
BEEF  
VEAL  
LAMB  
PROVISIONS  
VACUUM-COOKED  
MEATS**

**REFINERS AND EXPORTERS  
of  
Rath's CEDAR VALLEY LARD**

# SELECTO



*"The ham and bacon delicious"*



**EAST TENNESSEE PACKING CO.**

KNOXVILLE, TENNESSEE

PRODUCERS OF QUALITY MEAT PRODUCTS SINCE 1896

# "Partridge"

## Ham—Bacon—Lard Sausage

*Highest QUALITY Since 1876*

**THE H. H. MEYER PACKING CO.**

CINCINNATI, OHIO

**HAMS • BACON • BOLOGNAS**



**A REPUTATION FOR QUALITY**

The value of such a reputation is beyond price. It is a thing that sustains and endures when much else fails. To be known for the standard of quality maintained by your House and for the integrity of your business dealings, is to possess assets of inreplaceable value. In our 52 years of life these facts have been conclusively proven to us time and again.

•  
**ADOLF GOBEL, INC.**  
**BROOKLYN, N. Y.**



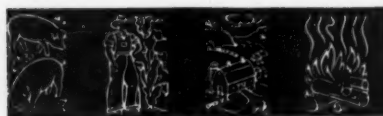
A  
STRONG  
NATION  
IS  
OUR  
STAND



WELL  
FED  
ON  
THE  
AMERICAN  
PLAN

QUALITY PORK PRODUCTS

SINCE EIGHTEEN EIGHTY-FOUR



UNION STOCK YARDS

CHICAGO, ILLINOIS

HONEY BRAND  
Hams - Bacon  
Dried Beef

HYGRADE'S  
Beef - Veal  
Lamb - Pork

HYGRADE'S  
Frankfurters in  
Natural Casings

HYGRADE'S  
Famous  
Corned Beef  
and Tongues

HYGRADE'S  
Original West  
Virginia Cured Ham  
Ready to Serve

CONSULT US BEFORE  
BUYING OR SELLING

EXECUTIVE OFFICES  
HYGRADE FOOD PRODUCTS CORP.  
30 Church Street, New York, N. Y.



# HUNTER PACKING COMPANY

East St. Louis, Illinois

STRAIGHT AND MIXED CARS  
OF BEEF AND PROVISIONS

New York Office: 106 Gansevoort St.

PAUL DAVIS, MANAGER

*Representatives*

WILLIAM G. JOYCE, BOSTON, MASSACHUSETTS  
F. C. ROGERS CO., PHILADELPHIA, PENN.  
A. L. THOMAS, WASHINGTON, D. C.



*Home of* **SPAM**

**HORMEL**  
GOOD FOODS

GEO. A. HORMEL & CO. • MAIN OFFICE AND  
PACKING PLANT • AUSTIN, MINNESOTA

# SUPERIOR PACKING CO.



DRESSED BEEF • BONELESS MEATS  
AND CUTS • OFFAL • CASINGS

## OSCAR MAYER & CO.

PACKERS & PROVISIONERS  
SINCE 1883

CHICAGO, ILL.

MADISON, WIS.

Enjoy **OSCAR MAYER'S** U. S. Government Inspected "Meats of Good Taste"



# Krey's

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Buy  
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Buy  
War  
Bonds

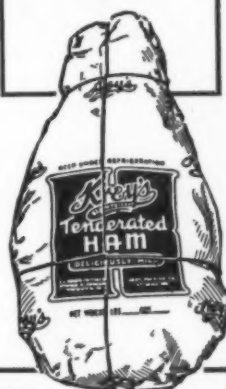
## SUPERIORITY!

Produces fast selling, profitable products with an established reputation for quality, it will pay you to investigate KREY'S, ST. LOUIS

Shippers of

BEEF, VEAL, LAMB, PORK, PROVISIONS & SAUSAGE

"COOKED"  
READY TO EAT  
"TENDERED!"  
HAM



EYE APPEAL... Sausages always look freshly tailored in Cudahy's Natural Casings. They fit perfectly.

SCIENTIFIC CLEANING AND GRADING... assures you of uniform size and appearance for every type of sausage.

COMPLETE SMOKE PENETRATION... adds much to the flavor and insures better keeping qualities.

LESS SHRINKAGE... Cudahy's Natural Casings mean less cooking shrinkage.



### GOOD REASONS FOR USING CUDAHY'S NATURAL CASINGS

#### THE CUDAHY PACKING COMPANY

GENERAL OFFICES, CHICAGO, ILLINOIS

PRODUCERS OF BEEF, HOG AND SHEEP CASINGS • IMPORTERS OF SHEEP CASINGS

# Stahl-Meyer

READY-TO-EAT MEATS

"PANTRY PALS" - *Canned Meats*

**FERRIS** *Hickory Smoked* **HAMS and BACON**



OTTO STAHL DIVISION  
Third Ave. & 127th St.  
New York City

F. A. FERRIS DIVISION  
172 E. 127th Street  
New York City

LOUIS MEYER DIVISION  
1125 Wyckoff Ave.  
Brooklyn, N. Y.



## TRUNZ, INC.

PLANT AND OFFICE

25 to 45 Lombardy Street  
Brooklyn, N. Y.

• FOUNDED 1904 •

**"PORK IS OUR SPECIALTY"**

**HAMS • BACON • SAUSAGE • LARD**

# C. A. DURR PACKING CO., INC.

UTICA, N. Y.

TRADE MARK



BRAND

QUALITY MEATS

HAMS - BACON - FRANKFURTS  
LARD - DAISIES - SAUSAGES

## MEAT-THE VICTORY FOOD

We feel that the entire Meat Industry has met the challenge of fast developing emergency demands in a magnificent manner.

We know that when Victory is finally achieved, we will all be able to point with pride to the war-time record of our Industry.

In recent months, Meat—always man's basic food—has won high recognition as a vital, necessary source for the fighting strength and energy all Americans need at the present time. Meat . . . has become America's Victory Food.

# TOVREA'S

· P H O E N I X , A R I Z O N A ·

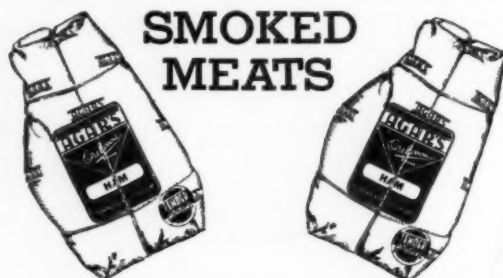


**THE P. BRENNAN COMPANY**

# **PORK PACKERS**

**UNION STOCKYARDS • CHICAGO, ILLINOIS**

## **AGAR'S**



**SMOKED  
MEATS**

**SAUSAGE-LARD  
CANNED MEATS**

**AGAR PACKING & PROVISION CORPORATION**

**U. S. YARDS  
CHICAGO, ILLINOIS**

**KINGAN & CO.**

**PACKERS OF MEATS  
SINCE 1845**



**General Offices  
INDIANAPOLIS, IND.**



## HAMMOND-STANDISH & CO.

Main Office and Packing Plant: Detroit, Michigan

Packers of the Famous Greenfield  
and Sunnybrook Brands, Tendermild  
Hams, Bacon, Sausage and Lard

ALL PRODUCTS PRODUCED UNDER U.S. GOVERNMENT INSPECTION

Serving the Meat Industry for Eighty-Three Years  
1859 ——— 1942

### WANTED:

*Canned Meats!*

We are ready buyers for all kinds of canned meats. We especially want institutional sizes. Franks, corned beef hash, roast beef, tamales, canned bacon, ox tongue and stews—are just a few of the items. Any offerings from five to five hundred cases at the right price will be considered. We will pay cash, if necessary. Wire or air mail your offerings.

## MARTIN PACKING COMPANY

127 BELMONT AVE. • NEWARK, N. J.

**THE FAMOUS "314"**  
Summer Sausage for the Trade

STOCK THIS LEADER

CONSUMERS ASK FOR IT!  
SPEEDY DELIVERIES!  
WRITE FOR PRICES!

**CHAS. HOLLENBACH, INC.**  
2653 OGDEN AVENUE • CHICAGO, ILLINOIS

# Deerfoot Farms Sausage



SINCE 1847

Deerfoot Farms  
Company

*Southborough, Mass.*

*We appreciate . . .*

the fine co-operation given to H. C. Bohack Co., Inc., by the various meat packers and suppliers. This co-operation has enabled us to continue the splendid progress that we have made throughout the years.

May we take this opportunity to thank you for your friendship and fine service—it is appreciated.

**H·C·BOHACK CO.**  
INC.

★  
**PEER**

*Quality Meat Products*

**CANNED MEATS  
SMOKED MEATS  
MEAT LOAVES  
SAUSAGE SPECIALTIES**

**PERRY FOOD PRODUCTS CO.**

1400 W. 46th STREET • CHICAGO, ILLINOIS

**ESSEM PACKING CO., INC.**

*Manufacturers of*

**"MARVEL TASTE"**

*Ready-to-Serve Meat Products*

GOVERNMENT INSPECTION

LAWRENCE, MASSACHUSETTS

★ SINCE 1881 ★  
**Victory Brand**

HAM  
BACON  
LARD  
SAUSAGES

ASK FOR  
**SUCHER'S**  
VICTORY BRAND

BEEF  
PORK  
VEAL  
LAMB

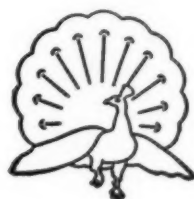
U.S.  
GOVERNMENT  
INSPECTION  
EST. NO. 689

**THE CHAS. SUCHER  
PACKING CO.**  
DAYTON, OHIO

WITH  
A FLAVOR  
YOU'LL  
FAVOR



**"CUDAHY OF CUDAHY"**  
WISCONSIN



**Peacock**

*Quality Meats*

BEEF • PORK  
LAMB • VEAL



HAMS • BACON  
LARD • SAUSAGE

**GOLD MEDAL**  
PACKING CORPORATION

PORK PACKERS AND  
SAUSAGE MANUFACTURERS

UTICA, NEW YORK

**THE HENRY LOHREY CO.**

PITTSBURGH, PENNSYLVANIA

PACKERS OF

☆ **SILVER STAR BRAND** ☆

SAUSAGE SPECIALTIES • BAKED & BOILED HAMS

**NEW YORK MEAT PACKING Co., Inc.**

U. S. Government Inspected Plant No. 176

MANUFACTURERS OF

**FRESH BONELESS**

**FAT BEEF TRIMMINGS**

**LEAN BEEF TRIMMINGS**

**NAVELS**

**BRISKETS**

**COW MEAT**

**BULL MEAT**

**CANNING MATERIELS**

**EDIBLE BEEF FAT**

We Invite Offerings of Straight and Mixed Cars of Steers, Cows, Bulls, Calves, Sheep-Canners and Cutters and Cuts of All Kinds, Bone in and Boneless.

646 BERGEN AVE.

WESTCHESTER MARKET  
BRONX, NEW YORK

# HATELY BRAND PURE REFINED LARD

*Packaged in All Available Types of Containers for the Domestic and Export Trade*

SHIPPERS OF STRAIGHT OR MIXED CARS AND TRUCKS

## HATELY BROTHERS COMPANY

PLANT: 37TH AND IRON STREETS • Since 1873 in Chicago • GENERAL OFFICES: 1738 BOARD OF TRADE BLDG.

*Kohrs Packing Company*

*Davenport, Iowa*

**PORK PACKERS**

*U. S. Government Inspection*

**CARL F. SCHLOEMANN**  
ARCHITECT & ENGINEER  
ST. LOUIS, MO.

6329 SAN BONITA AVE.

PORK  
VEAL  
HAMS  
LARD



BEEF  
LAMB  
BACON  
SAUSAGE

SINCE 1854

CLEVELAND PROVISION COMPANY  
CLEVELAND, OHIO

## STOCK YARDS SUPPLY CO., INC.

MORRISTOWN, TENNESSEE

The world's largest manufacturer and distributor of stock yards supplies. A complete line compiled after 40 years' observation in the stock yards.



We handle everything used by live stock departments of packing houses, furnishing a special line of supplies for packers.

★  
Ear Tags, metal & paper • Hip Tags • Chalk, marking • Whips  
• Halters • Scale Tickets • Canes • Sorting Poles • Calculator  
Books • Leather Swipers • Printed Forms, Etc.

AMERICA'S ONLY EXCLUSIVE STOCK YARDS SUPPLY CO.

## C. W. RILEY, JR.

C. W. RILEY

**Packinghouse Provision Brokers**

**TALLOW • GREASES • CRACKLINGS**

2109 UNION CENTRAL LIFE BUILDING, CINCINNATI, OHIO

# SUPPLIERS





# Exhibits Feature Wartime Maintenance Theme

A FULL line of packer suppliers and their products greeted visitors in the exhibit halls again this year. In spite of the fact that many manufacturers are engaged in direct war production, their booths showed that they are not neglecting the equally vital needs of the nation's meat industry.

The seriousness of the times was reflected in the genuinely helpful atmosphere of the exhibits. The job of getting "more mileage" out of old equipment, more efficient production methods, and the turning-out of a superior product under wartime conditions were stressed.

Current shortages in some materials were reflected in the display of alternate items. To the credit and ingenuity of the equipment and supply industry, it must be said that in many instances the new "war babies" appear superior to the products which they replace.

From the standpoint of the practical and helpful, with key men available to answer questions and give suggestions, the 1942 exhibits set a new high in the history of American Meat Institute conventions.

A resume of the firms exhibiting at the convention, the products featured by each and the company representatives present, follows:

**UNITED CORK COMPANIES.**—As usual, the United booth contained a well thought out display showing a complete line of cork products for every purpose, such as pure cork board, granulated cork, molded cork pipe covering, etc. for application wherever cork is used in the packing plant. There was also a group of enlarged photographs showing the fire retarding effects of cork, which attracted considerable interest. The questions of visitors were answered by George E. Carll, E. G. Ward and J. E. Smith of United Cork Companies.

**CINCINNATI BUTCHERS SUPPLY CO.**—The 1942 "Boss" exhibit was one of the most attractive ever made by

this concern, manufacturers of the famous "Boss" line of machinery, equipment for meat packers, renderers and sausage manufacturers. A bird's-eye view of the firm's plant occupied a large portion of the booth background. This was surrounded by illuminated photographs of the various important pieces of the company's packinghouse equipment. The very modern booth had a blue background against which the "Boss" trademark, so well known throughout the meat packing industry, was featured prominently in gold. The company's convention delegation assisting the many visitors at their exhibit was headed by Herman Schmidt, president, W. C. Schmidt, vice president, Carl Schwing sr., Walter Hammann, Fred W. Stothfang, Clifford Hammann, Louis Rosenberg, Howard M. Wilson, C. D. Berry, and E. L. Daly.

**E. I. du PONT de NEMOURS & CO., CELLOPHANE DIVISION.**—Theme of the large du Pont exhibit was the role "Cellophane" cellulose film is playing in the war effort. How metal is being replaced by cellophane and the adaptation of cellophane to other war uses was featured, such as packaging for lend-lease, the armed services, and for essential foods. On a backdrop were listed the war uses of cellophane and below each listing were actual cellophane products being produced for that purpose. In attendance at the exhibit were L. B. Steele, sales manager, Cellophane division, Wilmington, Del., H. B. Putney, promotion, editor of *Packages and People*, R. R. Smith, assistant Chicago manager, and M. C. Pollack, promotion manager, Cellophane division, Wilmington.

**U. S. SLICING MACHINE CO.**—"Producing for Victory" was the impressive wording on the backwall of this firm's booth. At each side of the booth the company displayed a large reproduction of two important messages they recently sent to industry. Earl Hill, the firm's packinghouse specialist, was gratified with the response of the industry to his specially prepared sug-

## Exhibits

(See opposite page)

- 1.—H. P. Smith Paper Co.—Earl Townsend, sales.
- 2.—Cincinnati Butchers' Supply Co.—(left to right): Harry Shulman, secretary, Hammond Standish & Co., Detroit, Herman Schmidt, president, Cincinnati Butchers' Supply Co.; Wm. C. Schmidt, vice president, and Fred W. Stothfang, sales representative.
- 3.—Steelcote Mfg. Co.—(left to right): Henry W. Strand and A. E. Neidt, vice president.
- 4.—U. S. Slicing Machine Co.—Earl Hill, director.
- 5.—E. I. du Pont de Nemours & Co., Cellophane division.—(left to right): L. B. Steele, sales manager, Cellophane division; H. B. Putney, promotion, editor, *Packages and People*; R. R. Smith, assistant Chicago manager, and M. C. Pollack, promotion manager, Cellophane division.
- 6.—United Cork Companies.—(left to right): Geo. E. Carll and J. E. Smith, sales engineers.
- 7.—Wheelco Instruments Co.—(left to right): H. H. Jones, sales and service, Chicago, and R. P. Campbell, assistant sales manager, Chicago.
- 8.—York Ice Machinery Corp.—(left to right): P. O'Daniel, Omaha; Mrs. G. W. Ashlock and G. W. Ashlock, Chicago.

gestions for operating and maintaining U. S. slicers to secure greatest efficiency. As explained by Mr. Hill, his company is bending every effort to furnish needed parts and give every service. A very complete and interesting identification album of the U. S. armed forces was presented as a souvenir. Mr. Lamber of the factory office assisted Mr. Hill.

**WHEELCO INSTRUMENTS CO.**—Visiting packers and sausage manufacturers found the Wheelco exhibit one of the most interesting at this year's convention. Devices for remote control of liquid level, capicontrol, Flame-otrol, recording controlling thermometers and other control instruments for smokehouse and dehydration were featured and demonstrated. The exhibit was in charge of R. P. Campbell, who was assisted by J. E. Anderson, W. J. Bennett, H. H. Jones and K. W. Day.

**STEELCOTE MANUFACTURING CO.**—The Steelcote booth told how Damp-Tex enamel withstands the constant attacks of water, grease and brines. A running stream of water, playing on a panel which had been painted with Damp-Tex enamel, demonstrated how the covering stands up day after day. A companion for this well-known packinghouse paint was also exhibited in "Steeldense," patching and resurfacing material for concrete floors which are exposed to grease, fats, water and oil. Steeldense increases the density of the floor and prevents ab-



## A SOUVENIR OF 1909

Charles W. Dieckmann, "the old timer," shows his grandson, Charles W. Hess, a souvenir of the 1909 convention of the American Meat Packers Association—the third convention held by the meat packing industry. The photo was taken at the Specialty Mfrs. Sales Co. exhibit of grinder knives and plates, which attracted many interested spectators.

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sorption; floors can be used 12 hours after application. A. E. Niedt, vice president, was in charge of the exhibit and was assisted by H. W. Strand.

**H. P. SMITH PAPER CO.**—The H. P. Smith Paper Co. booth this year, as usual, was unusually well thought out. Featured in the exhibit was a new Sta-Tuf ham and bacon wrap that attracted considerable attention. Arranged against a backdrop and about the booth were some of the more popular H. P. Smith papers such as loin wraps, 31- and 36-lb. oil Sta-Tuf, 45- and 65-lb. packer oiled white, and other regular papers that are used extensively in the meat packing industry. Samples of H. P. Smith paper were available for inspection. In attendance at the booth were E. Schoenthaler, sales manager, Jack Pendexter, John Powell, Earl Townsend, Jim Scofield, Stuart Morrison, P. Massey and George Malmgren.

**YORK ICE MACHINERY CORPORATION.**—The York booth this year was a popular stopping place for meat packers and sausage manufacturers, who examined enlarged photographs of York installations. Literature on York products, including ammonia compressors and Flake Iceers widely used by the meat packing industry, was available. On hand to answer questions were G. A. Westerlin, Chicago manager, C. H. Schicht, Chicago sales manager, F. T. Brandt, chief engineer, G. W. Ashlock, G. A. Schuster, C. G. Quermann, Indiana sales, Oliver Crose, commercial sales department, E. F. Edwards, St. Louis sales manager, Presley O'Daniel, Omaha, R. E. Miller, industrial manager, York, Pa., and "Red" Miller, Des Moines, Ia.

**ALLBRIGHT-NELL CO.**—"Our Best for Your Industry and for National Defense" was the theme around which the Anco exhibit was designed. The work of this concern in manufacturing products for the armed forces was featured with a large illuminated view of the Allbright-Nell plant, which is now working 168 hours each week. Anco installations of packing plant equipment and processes were also shown, with major emphasis on pork cutting equipment, depilating equipment, bacon presses, lard rendering equipment and casing cleaning machinery. The dignified, colorful booth background, designed under the direction of advertising manager Harold A. Scherer, carried out the impression of solidarity and reliability that the Allbright-Nell Co. has always endeavored to convey in its convention exhibits. Norman J. Allbright, John G. Allbright and sales manager Dr. A. O. Lundell were on hand to greet convention visitors, with others on the staff.

**H. J. MAYER & SONS CO.**—The Mayer organization believes firmly in laboratory control. Hence, the company exhibit was designed to depict this type of control—from the laboratory to the sausage kitchen to the smokehouse and to the trade. H. J. Mayer seasonings and Neverfail cure were emphasized as part of the booth background, which was handsomely designed and pleasingly presented. H. J. Mayer, sr., was assisted in meeting visitors by Charles F. Mayer, Frank A. Mayer, S. A. Mayer, J. O. Strigle and H. J. Addison. All of the family members of the Mayer organization are experts in meat processing, curing and manufacturing and it was only natural that the Mayer

## Exhibits

(See opposite page)

- 1.—Allbright-Nell Co.—H. A. Scherer, advertising manager.
- 2.—H. J. Mayer & Sons Co.—H. J. Mayer, sr., president.
- 3.—Thomas Truck & Caster Co.—(left to right): R. L. Montgomery, Chicago manager; J. F. Thomas, president, and Geo. Walter, jr., assistant sales manager.
- 4.—Anemostat Corp. of America—(left to right): M. P. Burt, packinghouse engineer, and V. Floyd Self, assistant sales manager.
- 5.—Paperlynen Company—(left to right): R. T. Forman and C. G. Gruenbaum.
- 6.—Ken-Rad Tube and Lamp Corp.—(left to right): W. D. Galloway, Arkell Safety Bag Co.; O. S. Anderson, secretary, The V. D. Anderson Co. and George E. Phillips, Chicago district manager, Ken-Rad Tube and Lamp Corp.
- 7.—Traver Corporation.—(left to right) M. J. McEnery, sales, Philadelphia; C. D. Ackerman, specialty sales, Cleveland, and C. W. Dickinson, sales, Pittsburgh.
- 8.—Worcester Salt Co.—L. W. Coleman, Chicago sales representative.

booth was sought out by visitors interested in latest developments. Part of the booth background was devoted to a portrayal of the Mayer facilities for laboratory control; additional emphasis was given to a view of the meat smokehouse in the experimental plant.

**ANEMOSTAT CORPORATION OF AMERICA.**—The Anemostat Corporation's first convention exhibit last year made such a hit with the industry that the firm was back again this year with another fine display of Anemostat high velocity draftless air diffusers. Both ceiling and wall types designed to eliminate draft problems in meat plant refrigeration and air conditioning were on display. Enlarged photos of packing plant coolers showed proper methods of installation. Much attention centered on the actual demonstration of draftless air diffusion. In charge of the exhibit was V. Floyd Self, assisted by Harry Himelblau, Alex Byfield, M. P. Burt and G. V. Zintel.

**WORCESTER SALT CO.**—This exhibit featured a display of the Worcester line of salt products against a back-drop in the form of a banner announcing that "for 50 years Worcester has been the standard." Among the items shown were Worcester Iodized salt, Worcester Fre-Flow salt, Worcester Ivory salt and Worcester Pouring salt in various sized packages up to 100 lbs. John F. Spain, company technician, was on hand to help meat packers and sausage manufacturers with their seasoning and curing problems. Mr. Spain, the technician from New York, was assisted by A. J. Naebig and Louis Coleman of the Chicago office.

**THOMAS TRUCK AND CASTER CO.**—On display in the company's convention booth were trucks and the casters well known to the meat packing industry. Featured was the "one-man



THEY WELCOMED VISITORS

Guests and members of the A. E. Staley Mfg. Co. staff in Staley hospitality headquarters were (seated l. to r.) G. H. Walker, A. E. Staley Mfg. Co., Otto Finkbeiner, Little Rock Pkg. Co., Little Rock, Ark., George E. Johnson, broker, and Willibald Schaefer, St. Louis. Standing (l. to r.): C. T. Duncan, A. E. Staley Mfg. Co., E. K. Wetzel, Stark-Wetzel Co., Indianapolis, and S. S. Snell, Pete Braun and J. H. Grossenbach, all of the Staley organization.





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#### BOOTH OF THE THREE PROVISIONER PUBLICATIONS

Booth of The National Provisioner, Inc., featured the complete service rendered the industry by the three publications—the recently-acquired *annual Meat Packer's Guide*, the weekly *National Provisioner* magazine and the *Daily Market Service*. Left to right are Lester I. Norton, vice president; Edward R. Swem, editor; Richard von Schrenk, president and Harvey W. Wernecke, manager, advertising sales.

barrel truck," which is in great demand. An ample stock insures prompt delivery with a reasonable priority. Robert L. Montgomery and George Walter, jr., were in attendance.

**THE TRAVER CORP.**—G. W. Traver, Paul C. Traver, Carl L. Harder, V. J. Sheridan, C. D. Ackermann, M. J. McNery, C. W. Dickinson, F. M. Rodenberger and G. W. Green greeted their many packer friends at their company booth. Featured this year were special wraps for dehydrated and frozen foods, as well as the regular cellophane and printed glassine wraps. The company's representatives discussed packaging problems with packers visiting their booth.

**PAPERLYNEN CO.**—The many visitors to the Paperlynen Co.'s booth were shown the adjustable caps used to promote meat products when worn by butchers and clerks in stores featuring their products. Packers were also advised as to the adaptability of these caps as sanitary head coverings to be worn by employes in their plants. Paperlynen representatives were G. B. Weber, Robert T. Forman, Carlton Gruenbaum and Keith Kinnaird.

**KEN-RAD TUBE & LAMP CO., INC.**—Chicago manager George C. Phillips was busy meeting convention visitors and dispensing hospitality. A soft drink cooler had been placed in the booth and all visitors to the exhibit hall were welcome to refresh themselves at the Ken-Rad booth. Ken-Rad lamps, according to Mr. Phillips, have been widely adopted throughout the meat packing industry and numerous Ken-Rad users stopped to discuss their lighting problems and to relax.

#### SPECIALTY MFRS. SALES CO.—

As is his custom, Chas. W. Dieckmann, the "old timer," presented his products in a forceful manner, and yet succeeded in achieving dignified appeal in a colorful setting. The display was a divided one, with a complete exhibit of C-D grinder plates and knives on one side. These ranged from plates with tiny holes to larger plates with only a few cutting holes. The C-D sausage linking guide was displayed as a supplementary piece of equipment. The other wall of the booth was devoted to the part that C-D Triumph plates are playing in our war effort. According to Mr. Dieckmann, C-D Triumph plates use less steel because they outlive ordinary plates. C-D Cut More knives, because they use less steel than solid knives, were also said to contribute to conservation of metal. Grandson Chas. W. Hess, who is following in the "old timer's" footsteps, was also in attendance.

**GRIFFITH LABORATORIES.**—The entire background of the Griffith booth was devoted to Prague Powder, the Griffith curing material that has achieved such a wide reputation in the meat packing field. The message was tied in with a patriotic theme, related to conservation of various critical and strategic materials, and the place of Prague Powder under these conditions was prominently emphasized. The familiar Prague Powder drum, with its red and white checkered design, was illustrated with the certification seal that numbers and dates every batch manufactured by the Griffith Laboratories. As a unique sidelight on the product, and results secured with Griffith products, part of the booth was devoted to an interesting display of the various

types of meals now being eaten by various armed forces of our own country and others throughout the world. Typical meals for Japanese, Chinese, Italian and associated troops were shown and contrasted with the exceptionally fine menus enjoyed by our own fighting men. President E. L. Griffith was on hand to meet convention visitors in his usual genial manner. He was assisted by Mervyn C. Phillips, F. W. Griffith, Richard Dwyer, Harry Gleason, Alfred Lovell, C. A. Wood, E. L. Hall, W. E. Anderson, W. C. Young, R. F. Stutz, P. D. Bartholomew, S. E. Strahan, L. E. McGrath, Albert Szafranski, George Lovell, I. T. Suits, Harold Levy and others of the Griffith organization.

**KOLD-HOLD MFG. CO.**—One blinked twice this year in visiting the Kold-Hold booth, because the refrigerated truck which convention visitors in the past, thought synonymous with Kold-Hold did not attend this year. In its place were photo blow-ups of Kold-Hold's contribution to the war effort. E. A. Thiele reports the Kold-Hold Co. is doing a bang-up job for the armed forces and that when this biggest job is done they'll be back furnishing refrigeration units for the packing industry. In attendance at the booth with Mr. Thiele were J. R. Tranter, president, R. D. Spittler and G. J. Stecker.

**DIAMOND CRYSTAL SALT CO., INC.**—A very interesting and educational exhibit of the different grades of Diamond Crystal salt produced by the Allberger process was featured at the company's booth. Dr. J. A. Dunn, technical director, clarified many of the problems of the packers visiting the booth. J. J. LeClare, general sales manager, gave the exhibit his close

#### Exhibits

(See opposite page)

- 1.—Specialty Manufacturers Sales Co.—Chas. W. Dieckmann, president.
- 2.—The Griffith Laboratories, Chicago.
- 3.—The V. D. Anderson Co.—(left to right): J. C. Lundmark, sales engineer, Chicago representative; W. P. Callahan, sales engineer; O. S. Anderson, secretary, and W. H. McCormac, sales engineer.
- 4.—The Vilter Manufacturing Co.—(left to right): Frank D. Kirk, general sales manager; W. B. Vilter, assistant treasurer, and Deane E. Perham, Chicago.
- 5.—Advance Oven Co.—Henry Rotterman, president.
- 6.—Diamond Crystal Salt Co.—(left to right): C. C. Van Dyne, Chicago representative; J. T. Conklin, Chicago; J. J. LeClare, general sales manager; P. T. Green, Chicago district sales manager, and Dr. J. A. Dunn, technical director.
- 7.—Denman Tire and Rubber Co.—(left to right): Mrs. Wm. L. Lavin, Sugardale Prov. Co., Canton, O.; H. F. Webster, president, Denman Tire & Rubber Co., and Wm. L. Lavin, secretary, Sugardale Prov. Co., Canton, O.
- 8.—Kold-Hold Manufacturing Co.—E. A. Thiele, vice president and sales manager, plate division.

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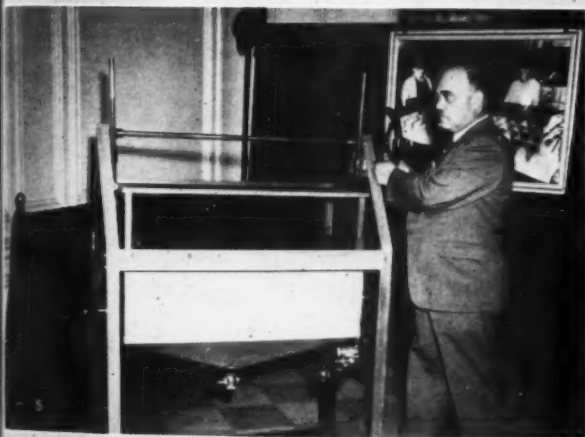
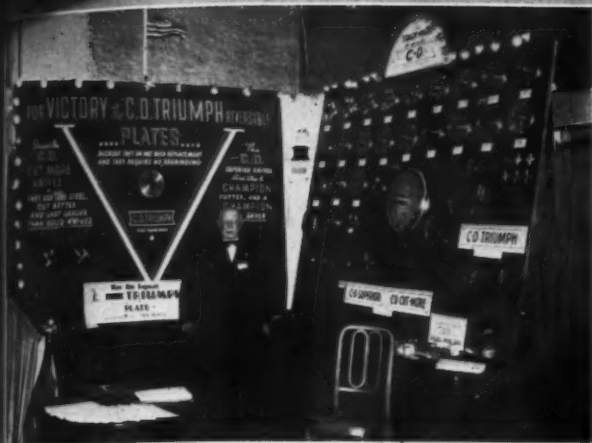
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supervision. In attendance at the booth with Mr. LeClare were P. T. Green, Chicago div. manager, C. C. Van Dyne, Lloyd Fitzhugh, A. F. Jauman and H. P. Baldwin, manager, central division.

**DENMAN TIRE & RUBBER CO.**—The Denman exhibit featured synthetic rubber in its various forms and tires of synthetic rubber. It illustrated the progress being made in developing substitutes for natural crude rubber formerly imported from the Far East. Denman officials emphasized the fact that these synthetic materials could not be produced in sufficient volume for possibly a year or more to meet more than urgent military requirements. As a consequence, ever-increasing vigilance is required to conserve tires. It was pointed out that the nation's greatest "stockpile" of rubber is in the tires in the hands of the public. H. F. Webster, president, and E. L. Antonen, vice president, were in attendance.

**V. D. ANDERSON CO.**—The major efforts of The V. D. Anderson Co. at this year's convention were directed toward publicizing the advantages and the acceptance of the famous Anderson Red Lion Duo and Super Duo Crackling Expeller units, and Anderson Silvertop traps. The firm's staff of engineering experts headed by O. S. Anderson and assisted by J. C. Lundmark, W. C. McCormac and W. P. Callahan, welcomed the many friends and visitors to their headquarters and offered information and assistance on the various pieces of equipment manufactured by the company for the meat packing industry.

**VILTER MFG. CO.**—The Vilter booth this year displayed a background showing that the firm had earned the coveted Army-Navy "E" award. The Vilter refrigeration experts in attendance extended to their many friends and visitors to the booth their usual helpful advice, offering to aid them with their refrigeration problems whenever neces-

sary. Heading the firm's group of engineers this year were Frank Kirk, general sales manager, W. B. Vilter, C. J. Heinzelman, D. J. Thompson and D. E. Perham.

**ADVANCE OVEN CO.**—The Advance dip tank for meat loaves was the feature attraction of the firm's exhibit and received much attention. Late improvements have made the operation of the tank still more economical. Henry Rottersman, president of the company, was on hand to explain the new features, which include a purging tube for accumulating and drawing off water without loss of shortening; hand-wheel operated elevator above the tank for raising and lowering the tray; tubes for heating the shortening which preserves it, eliminating the necessity for daily changes and resulting in a 50 per cent saving in shortening; and a smaller size tank. The Advance oven was pictured in attractive style, showing its advantages for baking loaves and meats.

**HERCULES POWDER CO.**—This booth was a good place to stop and chat with the Hercules experts, who were kept busy answering questions about hog dehairing, why Brisco treated hogs are so welcome to the trade and the many other advantages of removing hog hair with Brisco. The Hercules Powder Co. representatives who were at the booth during the convention included F. J. Harrington, L. P. Killilea, George Underwood, H. M. Wendle and G. F. Hogg. Brisco literature was available.

**DENNISON MANUFACTURING CO.**—A complete display of labels, tags and bands manufactured by Dennison attracted considerable attention. Again featured was sausage banding for identification, inspection legend and ingredients, plus a new iron for banding the products on the racks. The banding iron applied Dennison tags with either tab in or overlapped end, for both large and small sausage products. The band

## Exhibits

(See opposite page)

- 1.—The French Oil Mill Machinery Co.—(left to right): Joe Mellon, Detroit, and C. B. Upton, vice president and general manager.
- 2.—Wm. J. Stange Co.—(left to right): Irving Zeiler, Wm. B. Durling, president, Joe Graf, sales manager, Ray F. Beerend and Harry Horton.
- 3.—Conco Engineering Works.—M. W. Mowery.
- 4.—Carrier Corporation.—(left to right): W. B. Rorison, packer specialist; H. G. Strong, Detroit manager, and Mrs. Chester Stone, booth attendant.
- 5.—Hercules Powder Co.—(left to right): G. J. Underwood and H. M. Wendle.
- 6.—Great Lakes Stamp and Mfg. Co., Inc.—(left to right): Mrs. John H. Payton, Miss Nyra Lou Payton, J. H. McPherson, secretary, John H. Payton, president, Phil Nordberg and Miss Betty Mae Payton.
- 7.—Continental Electric Co., Inc.—A. A. Hess, sales representative.
- 8.—Dennison Manufacturing Co.—A. A. Hally.

holder used in connection with the banding machines can be hung from belt or pocket and dispenses labels readily. A. A. Hally and W. S. Somerville were in charge of the booth, assisted by J. P. Farrell, M. C. Alex, J. L. Gardner, T. R. Bundy, H. L. Lewis, C. C. Mason, J. H. Mulligan and S. A. Tejek.

**CONTINENTAL ELECTRIC CO., INC.**—Motors designed and built for the meat packing industry, including special enclosed and splashproof models were on display. M. A. Hess, for many years a specialist on motors in the packing field, was in charge of the booth. A patriotic motif was in evidence both in the booth decoration and plaque indicating that over 90 per cent of the members of the company's plant are buying war bonds through the payroll allocation plan.

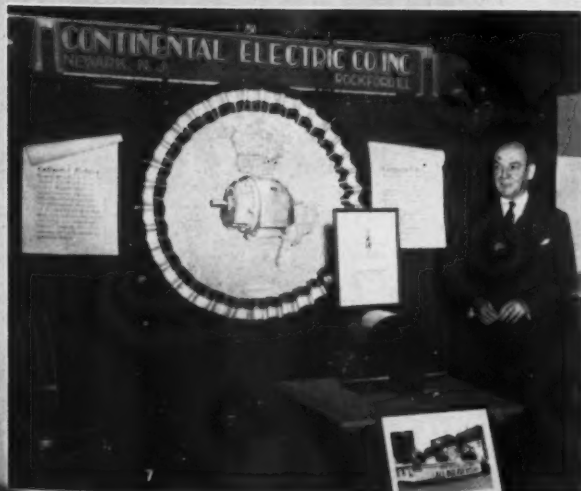
**FRENCH OIL MILL MACHINERY CO.**—Having pioneered and developed significant advancements in the field of edible and inedible rendering, it was natural that the French booth should be one of keen interest for the visitors desiring information on these important operations. Blown up photographs and descriptive material on the firm's rendering equipment, presses and solvent extraction systems were shown. "Joe" C. Mellon, one of the most popular and widely known men in the industry, was on hand with C. B. Upton, general manager of the company, greeting the firm's many friends and visitors.

**CARRIER CORPORATION.**—The Carrier exhibit this year featured the "Air Conditioning Goes to War" theme. A large brochure with automatically turned pages unfolded the story of Carrier's part in the war effort and described Carrier lines of smokehouses, cold diffusers, heating units and centrifugal refrigeration equipment. The Carrier Corporation has been awarded the Navy "E" for excellence in produc-



ON HAND FOR H. P. SMITH PAPER CO.

This sizable group represented the H. P. Smith Paper Co. at the convention. (Front row, l. to r.): Miss F. MacGillis, Ed Schoenthaler, James Scofield and P. Massey. (Rear row): George Malmgren, Earl Townsend, Miss E. Murray, Stuart Morrison, Miss Charlotte Wilson, J. Pendexter and John Powell.



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tion of equipment for the Navy. Available in the booth was literature on the complete Carrier line of refrigerating, air conditioning and heating equipment. In attendance at the booth were C. I. Elliott, W. B. Rorison, H. G. Strong, William S. Bodinus, W. A. Dieckman, J. E. Field, A. E. Melling, H. B. Reinhardt, J. E. Salmon and R. C. White.

**WM. J. STANGE CO.**—One of the highlights of the 1942 exhibit section was the unique guessing contest conducted by the Stange organization in its booth. A glass jar of black pepper berries was placed in the booth and visitors were invited to guess the number of berries in the jar. Three prizes of war bonds were offered. Judging from the number of convention visitors who visited Stange booth, and entered their guesses in this contest, the idea was both unique and well received. The company also devoted part of its booth space to the display of posters of the U. S. Navy and U. S. Naval Reserve as a further part of the Stange contribution to the war effort. President William B. Durling; vice president Aladar Fonyo and secretary and treasurer Frank M. Hartigan greeted convention visitors, assisted by sales manager Joe Graf. Other company representatives in attendance included Boyd McKeane, Irving Zeiler, Ray F. Beerend, Ted Lind, Harry Horton, Vernon Berry, Pee-wee Hughes, T. L. Allen, Dave Rintelman.

**GREAT LAKES STAMP & MFG. CO.**—Latest developments in branding and marking devices for meeting government requirements, with various other types of branding and marking devices, were exhibited in the Great Lakes booth. New marking requirements under maximum price regulations, as well as ingredient labelling requirements, were discussed with convention visitors by John H. Payton, president and J. H. McPherson, secretary, both of whom were in constant attendance. Considerable comment was caused by the unique design of new sex and grade marking stamps that have been developed by the company. Sausage marked with a new roller type brander was also displayed to show the combination of trade mark identification and branding that may be secured with Great Lakes products. Samples of all types of marking devices were available for examination.

**CONCO ENGINEERING WORKS.**—Electric and hand-operated hoists, which can be used in various meat plant operations, were exhibited. The Conco torpedo electric hoist was featured. The company was represented by V. R. Billings, head of the hoist division, and M. W. Mowery, Chicago manager.

**CENTRAL STATES PAPER & BAG CO.**—The firm had a very timely exhibit consisting of a paper package for bulk lard to replace the restricted metal lard can. Made of genuine vegetable parchment or lard liner greaseproof, standards have been set up for 25-lb. and 50-lb. packages employing an outside fibre container. The lard bag size for the 25-lb. package is 9¼x8¾x21 in.

and for the 50-lb., 12¼x11¼x26 in. A similar package of a different size is in use for shipping lend-lease lard. The firm also displayed blood-proof meat bags for livers, kidneys, hearts, sweetbreads, etc.; hamburger bags, butter bags, and barrel covers to replace jute. M. L. Abramson, vice president, E. D. Abramson, secretary, Ira Wittelshofer, sales manager, and Bob Berkenfield were kept busy with interested visitors.

**MILPRINT INC.**—The Milprint exhibit this year, as in the past, was outstanding in appearance and created a great deal of interest among the packers. Boxes and cartons lined with cellophane bags and pouches for lard, frozen offal, chitterlings, brains, etc., were prominently displayed. Other items which created considerable interest were metal replacement containers for lard, souse, scrapple and other similar products. The one pound duplex cellophane sausage bag was also featured. The theme of Milprint's staff of packaging and merchandising experts this year was a four point program including: Protect against shrinkage, protect against spoilage, protection of established brand and protection of position in the industry. Assisting J. A. Baker, head of the meat packers' division of Milprint, were L. Zimmerman, H. Jones, C. Williams, H. Heller jr., Russ Faulkner, W. Meyer, P. Hultkrans, Wm. Bain, R. Hart, J. Kendall, E. Hardman, Tom Smith, E. Roh and Lee Clark.

**THE GLOBE CO.**—Undoubtedly one of the most striking exhibits at the 1942 convention was that of the Globe Co., manufacturers of packinghouse equipment and supplies. This exhibit occupied three booths on a raised stage overlooking the entire convention hall. The combination of handsomely colored backdrops with the attractive appearance of the machinery on exhibit presented a striking view. All of the equipment exhibited, which included a vacuum



**STUDYING THE PROGRAM**  
Fred C. Cahn, Fred C. Cahn, Inc., Chicago, studying his convention program.

## Exhibits

(See opposite page)

- 1.—**Corn Products Sales Co.**—(left to right): Harry A. Crown, G. A. McDonald, B. M. Morse and Dr. J. H. Buchanan.
- 2.—**The Globe Company**—(left to right): R. L. Gambill, vice president; L. J. Spencer.
- 3.—**Westinghouse Lamp Co.**, Tenderay & Sterilamp Div.—(left to right): M. A. Leser, J. G. Leser Co., Milwaukee, Sterilamp distributor; George Payton, Westinghouse, Chicago, manager Sterilamp sales division in Middle West; Dale McGinnis, sales engineer; Charley Flood, Westinghouse, special products sales dept.
- 4.—**Pure Carbonic, Inc.**—(left to right): R. C. Peters, district manager, Kansas City; C. T. Hunt, Chicago; Geo. C. Cusack, vice president; E. P. Mitchell, assistant district manager, Chicago; Earl Tomberlin, Chicago, and J. Sabath, Chicago.
- 5.—**Lehigh Safety Shoe Co., Inc.**—(left to right): W. D. Galloway, Askeff Safety Bag Co., and Frank B. Griswold, Chicago manager, Lehigh Safety Shoe Co.
- 6.—**Milprint, Inc.**—(left to right): R. E. Hanson, vice president; J. A. Baker, manager, meat packers' division; Mrs. W. D. Bain, sales, and W. D. Bain, sales.
- 7.—**Central States Paper & Bag Co.**—(left to right): M. L. Abramson, vice president; E. D. Abramson, secretary; Bob Berkenfield, sales.
- 8.—**The Pacific Lumber Co.**, (Palco Wool Insulation)—(left to right): John H. Klass, eastern sales manager, Pacific Lumber Co., and H. W. Wernecke, manager, advertising sales, *The National Provisioner*.

mixer, institutional size Roto-Cut meat processor, sausage stuffer and rails, trolleys, hooks and hangers were painted an attractive cream color and were striped in gold. The back of the booth featured a panoramic view of the Globe plant surrounded by photographs of typical pieces of equipment manufactured by this concern. President C. E. Gambill, vice president R. L. Gambill, vice president Oscar Biedermann and treasurer E. O. McCord were assisted in meeting convention visitors by secretary George L. Hoyt and W. D. Moorhead, L. J. McQueen, J. F. Moorhead, Kent Tomlinson, William C. Stefan, L. J. Spencer, J. C. Luehrson and chief engineer F. J. Bilek.

**PURE CARBONIC, INC.**—An exhibit that showed the applications and methods of using Pure Carbonic Dry Ice was one of the most effective at the convention. A three-dimensional panel pictured a truck about one-half actual size, containing a truck type bunker. Different types of bunkers were shown, as well as several cakes of dry ice. In the background were color photos of refrigerator car installations and methods of handling dry ice in packing plant coolers. Comprising the capable group of men on hand to give information on the most effective way to use dry ice under various conditions were G. C. Cusack, vice president, L. F. Kilmarx, sales manager, Charles W. King, Chicago district manager, E. P. Mitchell,



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assistant district manager, A. J. Granata, chief engineer, R. C. Peters, Kansas City district manager, C. A. Dunn, T. Townsend, Earl Tomberlin, John Walker, Claude Hunt and Joe Sabath.

#### LEHIGH SAFETY SHOE CO., INC.

—Featured in the Lehigh booth were a variety of steel toe safety box all leather shoes and rubber boots especially designed for the meat packing industry. The rubber boots in particular were handled fondly by many who could not resist touching such priceless merchandise. These boots carry the patented "Par Grip" non-slip sole and together with the rest of the line have proved their worth to the meat packing industry over a period of years. Frank Griswold was in charge of the exhibit.

**PACIFIC LUMBER CO.**—On display at this very attractive and interesting exhibit were samples of Brownskin vapor-seal paper and Palco wool insulation, which has gone far as an insulating material in the meat packing industry. The booth was trimmed with the famous redwood bark from which Palco wool is made. Large photographs were featured showing redwood logs over 4,000 years old, and the process of recovering bark from logs and photos of installations of Palco wool. Wall sections showing how the product is applied were also on display. In attendance at the booth were John Klass, Marvin Fergstad, Charles H. Bishop.

**CORN PRODUCTS SALES CO.**—A comfortable place to relax amid very pleasant surroundings was the Corn Products Sales Co. booth. The featured attraction was the firm's product Cerelese (corn sugar), widely used in meat curing. On display were 100-lb. packages of Cerelese and Anhydrous Cerelese. Dr. J. H. Buchanan, head of the packinghouse division, was in charge, assisted by G. A. McDonald, Harry Crown, R. H. DeWaters and B. M. Morse of the technical sales department, M. D. Mullin and T. C. Clawson of the Chicago office. These men were pleased to give information and advice regarding use of Cerelese in curing.

**WESTINGHOUSE ELECTRIC & MFG. CO., TENDERAY DIVISION.**—At this well arranged booth, many packers stopped to ask questions regarding the Tenderay process of scientifically speeding up nature's slow method of aging fresh beef to make it more tender and delicious. Also on display was a Sterilamp for preservation of meat and literature was available on both processes. Theme of the exhibit was the advisability of starting to plan now for participation in the post-war market for Tenderay beef. Personnel included George A. Payton, manager Sterilamp sales division, and Charles Flood from the Bloomfield, N. J. lamp division headquarters.

**EXACT WEIGHT SCALE CO.**—Against a background of large photographs of the Exact Weight Scale Co. plant, showing various departments—production, testing and construction of their famous line of scales, the firm had on display a predetermined scale

for demonstration purposes. As always there was a great deal of interest shown in this type scale due to the importance of exact weighing in meat packing plant operations. Members of the company's expert staff in attendance were headed up by J. H. Downer, assisted by H. B. Baumgardner and A. M. Kupfer.

**JOHN E. SMITH'S SONS CO.**—R. C. Smith, president, John E. Smith's Sons Co., and members of his able organization were available at the booth to packers and sausage manufacturers who desired information on processing problems. Photographs and literature covering the company's line of products helped visitors to visualize the high efficiency of the complete "Buffalo" line. Self emptying silent cutters, standard silent cutters, vacuum mixers, helical gear-drive grinders and other units of the expertly engineered line were featured. Those of the John E. Smith's Sons organization in attendance were Richard C. Smith, president, Walter J. Richter, Walter B. Richter, Jason B. Sabean, William F. Mueller, Harry J. Horton, Louis F. Wiltshire, Ronald M. Marks and H. L. Hunn, chief engineer.

**OAKITE PRODUCTS, INC.**—The theme of the Oakite booth this year was conservation of processing and handling equipment. On display was a complete line of Oakite products used in the meat packing industry. Ham molds cleaned by Oakite and by old fashioned methods were shown for comparison. In the background were two moving displays telling the story of Oakite cleaning service, which is given without obligation in order to aid the war effort. Copies of a "Meat Packer's Digest" on cleaning were available at the booth. In attendance were J. C. Leonard, F. J. McNally, J. S. Hayes, E. J. Hollister,

## Exhibits

(See opposite page)

- 1.—Exact Weight Scale Co.—(left to right): H. B. Baumgardner, sales, and J. H. Downer, district manager.
- 2.—John E. Smith's Sons Co.—(left to right): H. L. Hunn, chief engineer, and Harry J. Horton, western representative.
- 3.—Oakite Products, Inc.—M. Inglis, jr., sales representative, Davenport office.
- 4.—Link-Belt Company—(left to right): A. J. Olson, sales engineer, and R. R. Henry, dehydration engineer.
- 5.—Sperti, Inc., Spertifier division.—(left to right): J. R. Lostro, sales manager, and Roy Simmons.
- 6.—Phil Hantover, Inc.—(left to right): Leonard J. Hantover, vice president, and Phil Hantover, president.
- 7.—Arkell Safety Bag Co.—(left to right): Mrs. D. L. Hall, W. P. Drew, C. E. Lofland (standing), Mrs. W. P. Drew and Miss Katherine Little.
- 8.—Identification, Inc.—(left to right): Mike Leis, sales manager, and James H. Wells, president.

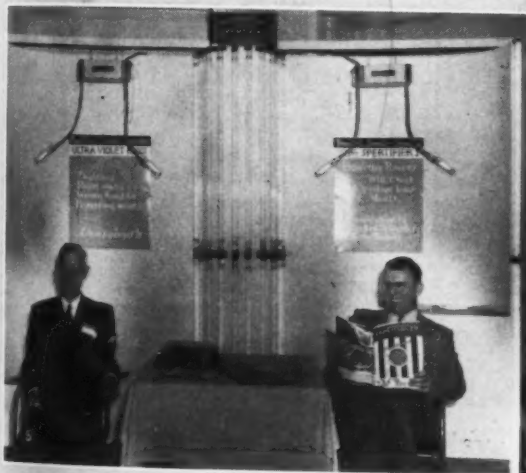
M. Inglis and W. W. Cothran.

**LINK BELT CO.**—Visiting packers had an opportunity to get first-hand information on the important subject of meat dehydration from Link Belt engineers. Featured in this attractive exhibit was a cross-sectional view of the Link Belt roto-louvre dryer, illustrating the principle of this dryer to show why it has proved so successful in drying foods of many kinds. The roto-louvre dryer provides a continuous process, with positive control from the time the product enters the drum until its discharge. Every detail of design, both



J. S. HOFFMAN ROOM EXHIBIT AT CONVENTION

This attractive display of cheese and cheese products was presented by Harry I. Hoffman, president, J. S. Hoffman Co., Chicago, in the firm's hospitality headquarters.



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structurally and mechanically, conforms strictly with the finest engineering practice. The dryer is made in eight shell diameters and in various lengths with evaporating capacities from just a few pounds to better than 12,000 lbs. per hour. This dryer equipment has proved its ability to dehydrate meat uniformly, eliminating "spotty" results. Other packinghouse applications of the firm's equipment were also shown. Greeting the many packer visitors drawn to this fine exhibit were A. J. Olson, John Erisman, Robert Henry and Morton Goldstein.

**SPERTI, INC.**—The brilliance of the Sperti lamps used in the background of this exhibit impressed visitors with their germicidal potency. J. R. Lostro, vice president, and Ray Simmons, Chi-

cago manager of the company, were on hand to explain the results obtained in the packing industry with ultraviolet radiation.

**IDENTIFICATION, INC.**—Featuring the unique containers for sausage, meat specialties and other meat food products which have been developed by this concern, the Identification booth commanded attention from everyone. President James H. Wells, assisted by sales manager Mike Leis, explained the unique "Zipper" feature of Zipp casings. The booth was attractively designed with a comprehensive background showing the wide range of products which may be packed in Zipp casings. Mr. Leis was always on hand to furnish technical information on manufacturing methods and processes.

## SHOT AT RANDOM

Human interest and action pictures caught by *The National Provisioner* cameraman in various spots during the convention.

- 1.—John G. Albright, the Albright-Nell Co., Chicago, lunching at hospitality headquarters with Mrs. James A. Lawson, wife of James A. Lawson, War Production Board.
- 2.—Gordon D. Nussbaum (left), Oppenheimer Casing Co., and Morris Noe, president, Superior Meat Prod. Co., Gary, Ind., in a fraternal pose.
- 3.—E. L. Schulz tells his bride about Carrier centrifugal refrigeration in the Carrier hospitality room.
- 4.—Lee E. Lambert (left), and Harold A. Scherer, advertising manager, Albright-Nell Co., in the Anco hospitality headquarters.
- 5.—Beatrice Larsen carving smoked turkey for H. E. Allen, president, Fearn Laboratories, in the Fearn hospitality room.
- 6.—Henry Rottersman, president, Advance Oven Co., St. Louis.
- 7.—G. W. Green, assistant to president, Traver Corp., Chicago, scans a Traver wrapped ham.
- 8.—A. B. Hoffman (left), supt., White Pkg. Co., Salisbury, N. C., and E. L. Griffith, the Griffith Laboratories, wait to have their coffee cups filled by S. E. Strahan, Griffith Atlanta representative.

**ARKELL SAFETY BAG CO.**—Much attention was attracted to the Arkell booth this year by the clever figure of a sailor wig-wagging flag signals. The code was on a board and everyone was trying to figure out the message. On hand to discuss the Arkell line of crinkled paper meat covers, barrel liners, offal bags and bag linings were Bill Galloway, P. J. Morales and C. E. Lofland. Arkell super-saturated barrel linings are being widely used by packers for trimmings, boneless cuts and meat products having a high moisture content, and under present conditions are the objects of increasing interest by packers.

**SHELLMAR PRODUCTS CO.**—The Shellmar exhibit again attracted many packer visitors this year. The exhibit was in charge of J. H. Gauss and J. H. Huse, aided by P. W. Decker, R. L. Wright and E. S. Weil. Printed cellophane packages for various meat items, as well as other new items were featured. Lard packages to replace tin containers and a number of new type packages for dehydrated meats were also on display.

**THOMSON & TAYLOR DIVISION, THE WARFIELD CO.**—On display at the company's booth were samples of spices and literature explaining the adaptability of these spices to the packer's needs. Samples of the company's soya flour were distributed to all visiting the booth. L. W. Wagenseller, Charles Lee, N. Blasius, B. R. McArdle and A. P. Voaden greeted their packer friends at the exhibit.

(Exhibits concluded on page 186.)

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## What the Pueblos found out about packaging

THE early Pueblo Indians of our great Southwest were the original cliff dwellers. They solved their "packaging problem" by living up in the air.

Pueblo cliff dwellings hugged the sheer cliff sides, backed up against towering walls. Enemies couldn't attack from the rear—the back of the house was protected. So was the front of the cliff dwelling, because the only access was up the cliff side, where the Pueblos could keep close watch.

But this double protection from human enemies was not all the Pueblos did. They found out that their "package," exposed as it was to the sun, wind, and rain, needed still more protection. So they covered their cliff dwellings with a mixture of burned gypsum, to protect them from erosion. That's how they improved their "package," and made it a real success.

Improving packages is an important part of Continental's service. We know that packages which are sturdy, good-looking, and specifically designed to do a job, help to make the sales curve zoom. That's why Continental has become known as packaging headquarters for industry.

Today, millions of cans for America's civilian food supplies, for Army, Navy rations, for beleaguered nations, are rolling out of Continental plants. So are other vital things for Uncle Sam's needs. All are packages to protect America!

Looking into the future we see many new packages—ideas which must be held until another day. But, for those who are planning ahead, we offer the services of our packaging engineers, research men and designers. They will be glad to work with you.

### *What will be the PACKAGE of the FUTURE?*

The package of the future will be the package that best meets *all* these 10 important points:

1. Protects against light, heat, and dirt.
2. Does not chip, break, or tear.
3. Is adaptable to *highest* speed filling operations.
4. Is economical to pack, ship, and handle.
5. Light weight, compact, no waste space.
6. Moisture and vapor proof, impervious to temperature changes.
7. Easy and convenient to display, sell.
8. Available in wide variety of sizes, shapes, styles (over 500).
9. Offers maximum convenience and safety in consumer usage.
10. Permits high processing temperatures, certain hermetic sealing.

These points made the metal container *first* in packaging. If there ever is another package that has *all* these qualifications, we'll be making it!

## CONTINENTAL CAN COMPANY

*Packaging Headquarters for Industry*





# WAR EFFORT GIVES RISE TO *Crackling Expeller Problems*

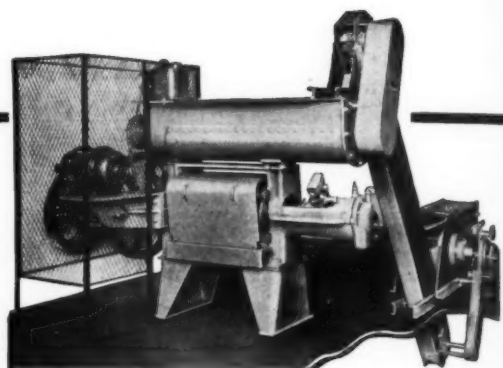
**W**ARTIME DEMAND for glycerine and fats makes it necessary for many rendering plants to operate their crackling production equipment at its maximum. In some cases maximum production will not meet the requirements.

Army camps in certain localities may have huge quantities of scrap to send to nearby rendering plants. This increased quantity of material plus their regular production would tax such plants to the limit, and may even be more material than the plant can handle. Too, men in the army need more meat than in civilian life, and our rapidly increasing army will greatly increase meat consumption. This will result in extra meat production in packing plants, which in turn means more material for crackling production and again may tax existing capacity.

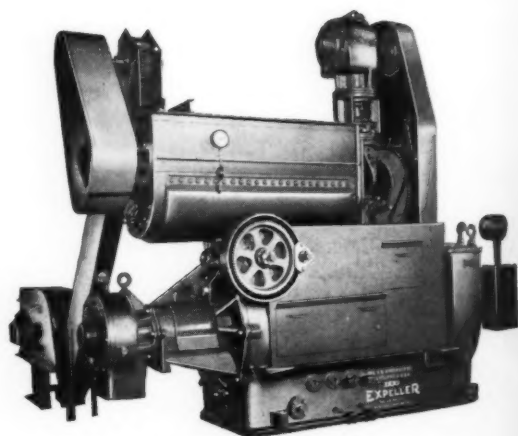
Some of these plants undoubtedly need more equipment such as Anderson Red Lion Crackling Expellers or Anderson Duo Crackling Expellers. If your plant has a production problem brought about by either of the above conditions or a similar condition, we suggest that you write to us and let us help you find a solution to the problem.

## **THE V. D. ANDERSON COMPANY**

1937 West 96th Street • Cleveland, Ohio



The Anderson Red Lion



The Anderson Duo Expeller

*Only* **ANDERSON** *makes* **EXPELLERS**





## Women Conventioneers Enjoy Swedish Luncheon and Broadcast

WHILE there was a little uncertainty as to the number of women who would be able to attend this year's convention because of war restrictions, the Institute staff was agreeably surprised at the attendance. Miss Esther Evers, assistant to President Wesley Hardenbergh, who has been in charge of the women's activities since their inception, reports that registration this year numbered 120—not greatly under last year—a much more normal year. The ladies had their own registration desk, where Miss Evers had the assistance of Miss Winifred Cannon, Miss Lois Schenk and Miss Dorothy Mortonson.

The ladies' program included luncheon on Monday at the Kungsholm restaurant, a modern Scandinavian eating place located in the old mansion of

Leander H. McCormick. The luncheon included Smorgasbord, dessert and coffee. The Smorgasbord, including 85 dishes, was artistic as well as delicious, with its presentation of choice fish, meat, and cheese delicacies, salads, domestic dishes and a selection of Scandinavian specialties, prepared in the best native tradition. Danish rum pudding and coffee finished the meal.

After lunch was over Mr. Chramer, the proprietor, opened the building for a tour of inspection, which included a trip through the living quarters, which remain virtually unchanged, and a visit to the Kungsholm miniature Grand Opera theater, where a repertoire of 14 operas are reproduced, requiring 140 pieces of scenery, eight trained operators and 300 puppets, as well as a large library of Victor and Columbia records.

After leaving Kungsholm, most of the ladies attended "Victory Matinee" at the studios of WBBM; this was a program of music and comedy, the afternoon guest stars being two actresses from "Good Night Ladies," a current play at the Blackstone. During the broadcast bonds were bought by members of the audience, which permitted the purchaser's name to be added to a list going to President Roosevelt, to be inscribed on a bomber. Mrs. Geo. A. Schmidt, wife of the chairman of the board, was among the bond purchasers.

### Notes on the Ladies

Mrs. William Schluderberg, wife of William F. Schluderberg, president of Wm. Schluderberg-T. J. Kurdle Co., Baltimore, is a veteran of Institute conventions. She has not missed a convention in the 22 years of her married life, and before that came with her father.

Mrs. Max Chernis, another faithful attendant, brought her two daughters with her this year—Mrs. Barnett Miller and Mrs. Harold Horowitz.

Mrs. Chris. Abbott, whose husband is a livestock producer in Nebraska, comes to the convention each year. She attended the ladies' luncheon with Mrs. Wesley Hardenbergh and Mrs. Homer Davison.

Mrs. George Haas, wife of the vice president of Haas-Davis Pkg. Co., Mobile, Ala., carried back her convention badge as a souvenir for her two children.

Mrs. H. C. Bass, daughter of E. L. Muckerman, president of the Sieloff Pkg. Co., St. Louis, was so excited over the outcome of the World Series game that she decided to attend the broadcast only after making sure the game was over, with the Cardinals winning.



### PRESERVALINE LUNCHEON IN THE CAMELLIA HOUSE

The Preservaline luncheon given for lady guests brought this group together. Mrs. E. W. Gisch (foreground) and Mrs. Ted Brown (at far end of table) were the hostesses. Following the luncheon in the Camellia house at the Drake hotel, the ladies were treated to a matinee theater party in the Loop.

## Exhibits

(Continued from page 182.)

**LIQUID CARBONIC CORP.**—Red Diamond Dry Ice, produced by the Liquid Carbonic Corp., was again featured and the product's advantages in transport refrigeration were discussed by C. R. Skidd of the Dry Ice division. Attention was focused on the firm's extensive facilities for manufacturing and distributing Red Diamond Dry Ice by means of a large United States map on which plants and warehouses were indicated. Large blocks of Dry Ice, placed on a base in the front of the booth, were used to dramatize the refrigerating properties of the company's product through formation of salt crystals under extreme low temperatures. They drew much attention.

**B. H. BUNN CO.**—The 16-in. manual cross-tie Bunn tying machine and the firm's special veal roll tying machine were featured. The booth was in charge of H. E. Bunn, vice president and secretary of the company. This was the tenth year B. H. Bunn Co. has had an exhibit at the convention.

**JOHN J. DUPPS CO.**—This exhibit depicted the important part fats and oils are playing in actual warfare. Being manufacturers of rendering equipment, the firm pointed out that in addition to supplying new equipment wherever justified, it was helping packers in ensuring that present equipment is properly maintained to get maximum results. Toward this end the Dupps Co. offered their fullest cooperation. A unique questionnaire card with a souvenir pencil was presented to the guests so that they might submit their rendering problems to the operating and chemical engineers of the Dupps company for suggestions and recommendations. The company was represented by its president, John J. Dupps, his son John A. Dupps, a vice president, R. H. Lamping, vice president, and R. L. McTavish.

**INTERNATIONAL SALT CO., INC.**—The Lixate process for making quality brine from rock salt was again featured this year. Lixate brine is used extensively in meat plants for curing, refrigeration and other applications requiring a clean, clear pure brine. A Lixator was operated during the con-

## Exhibits

(See opposite page)

- 1.—Liquid Carbonic Corporation.—C. R. Skidd, Dry Ice department.
- 2.—John J. Dupps Company.—(left to right): R. L. McTavish, John A. Dupps, R. H. Lamping, vice president, and John J. Dupps, president.
- 3.—Shellmar Products Co.
- 4.—International Salt Company.—(l. to r.) A. J. Hulsebosch and W. M. Johnson.
- 5.—Hoy Equipment Co.
- 6.—Thomson & Taylor division, The Warfield Company.—(left to right): S. S. Snell, A. E. Staley Mfg. Co., Decatur, Ill., and N. H. Blasius, Thomson & Taylor. On the extreme left are Col. C. M. Elliott and Mrs. Elliott.
- 7.—Horder's, Inc.—(left to right): Tom White, A. H. Church and Fred P. Seymour, first vice president and secretary.
- 8.—B. H. Bunn Company.—(left to right): W. M. Deiters, Mrs. H. E. Bunn, H. E. Bunn, vice president, and Geo. E. Phillips, Chicago district manager, Ken-Rad Tube & Lamp Corp., Inc.



### GRIFFITH HAS BIG CONVENTION TURNOUT

(Upper): The Griffith Laboratories had a large group of men at this year's convention. Left to right, standing, are V. B. C. Woodcroft, G. A. Lovell, Howard A. Levy, R. R. Dwyer, Harry Gleason, Maurice Rector and W. A. Gee. Seated (l. to r.) are F. W. Griffith, vice president, E. L. Griffith, president, and Mervyn C. Phillips, vice president. (Lower): Other Griffith employees at the convention were E. L. Hall, P. D. Bartholomew, R. F. Stutz, V. H. Dobson, I. T. Suits, C. A. Wood, Albert Szafranski, W. C. Young, A. P. Lovell and L. E. McCrath.

vention making brine from recommended grades of Sterling rock salt sold by the firm. Retsof, Detroit and Avery grades of Sterling rock salt used in the Lixate process were exhibited with high grade evaporated salt. The Sterling salt display in the booth received much attention because of the mystery of the metal ring which passed repeatedly over three packages of salt seemingly suspended in mid-air. A. J. Hulsebosch, sales department, and W. M. Johnson, field engineer, were in attendance at the booth. D. W. Kaufman, chief chemical engineer, was present Monday and Tuesday.

**HOY EQUIPMENT CO.**—This interesting exhibit had on display the new Multi-Molds for boiled hams, as well as meat loaf molds. The molds have been developed by Frank Hoy, president, through years of experience, not only in the equipment manufacturing business but also in the meat industry. Assisting Mr. Hoy in greeting the visitors were Ed. Veech and A. Migrelli.

**HORDER'S, INC.**—The Horder exhibit featured many items necessary to the packer in conducting his business. An item of particular interest at this time was the new line of Victor wood visible equipment readily adaptable to all systems. Other items of interest were the Priority and End Use form and the Record Book. In attendance at the booth were F. P. Seymour, vice president, aided by Jim D'Armond, Tom White, Les Johnston, Al Kennedy, A. H. Church, Chuck Nickels, Roy Kirchner.

**PHIL HANTOVER, INC.**—Phil Hantover and his son, Leonard, had the misfortune of losing their new Vitrolite-top sausage stuffing table in a truck accident en route to Chicago. The booth featured a picture blow-up of the table and Phil and Len described the merits of the table by pointing out its features on the blow-up.

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Wholesale Brokers of

**NATURAL CASINGS**

Offers Wanted:

HOG CASINGS • HOG BUNGS • HOG BUNG ENDS  
SHEEP CASINGS • BEEF CASINGS

**SAMI S. SVENDSEN**  
CHICAGO, U. S. A.

# Hospitality and Information Are Dispensed by Suppliers

A STEADY stream of visitors, following the convention sessions, took full advantage of the hospitality headquarters provided by suppliers, equipment firms and industry headliners on the upper floors of the Drake and Knickerbocker hotels.

As in former years, tired conventioners found the various hospitality headquarters ideals spots for relief of "lobby feet." Old friendships were renewed and new acquaintances formed. Not the least of the attractions was the wide variety of refreshments offered.

But in contrast with other years, a more serious undertone was noticeable on the upper floors. More time was devoted to the discussion of pressing problems. There was a freer exchange of ideas and helps. In some rooms, suppliers had displays of their products and several new developments were presented.

From the standpoint of both social contacts and information exchanged, packers will long remember the 1942 hospitality headquarters.

**AMERICAN CAN CO.**—This year the Canco headquarters at the Drake had a large staff on hand to greet visitors and confer with them regarding their canning problems. Included in the group were G. H. Kellogg, vice president, H. H. Howy, assistant general sales manager, New York, M. P. Cortilet, sales div. manager, Chicago, R. H. Lueck, director of research, Chicago, M. J. Eberhart, assistant manager sales, Chicago, G. H. McDonell, Chicago, J. M. Nicoll, sales, Chicago, E. G. Weimer, special representative, Chicago, W. C. Schultz, sales, Waterloo, H. A. Pinney, manager sales, Chicago, J. M. Nicolls, manager sales engineering division, D. W. Peterson, city sales manager, Chicago, and W. J. Mullaley, retired former sales manager. Proof that this fine group did its job well was the fact that the Canco rooms had a constant flow of visitors.

**AFRAL CORP.**—One of the most popular headquarters at the Knickerbocker was that of the Afral Corp., which has done a grand job in the manufacture of cures, seasonings and vitamin products. Many guests dropped in to ask questions and have their seasoning and curing problems solved. The capable staff, consisting of Mrs. A. M. Kasten, president, W. E. Oliver, general manager, Bernard Komer, secretary and treasurer, and R. Morris, E. G. Giles and Paul A. Schuster of the sales department, made visitors feel at home and assisted them in every way possible.

**SAYER & CO., INC.**—One of the busiest hospitality headquarters at the Drake was that of Sayer & Co. Among the guests visiting there were some of

the best known persons in the meat packing industry. Veterans in the casing field, the Sayer staff rendered assistance to industry friends as well as greeting them in good fellowship. The Sayer brand of hospitality was upheld by the capable staff headed by Paul Rosenfeld, and assisted by A. Schwam, L. R. Hausman, J. H. Cohen, Kurt M. Georgi, Fred Meyer, Wm. A. Eyer, Kurt J. Brand, Edward Feih and John Aug.

**MONGOLIA IMPORTING CO.**—Guests at the suite were greeted in a hearty manner. This company has made remarkable progress in the 16 years of its existence and today its sales staff covers the whole United States selling the famous Nostrup casings. In attaining its position, the company has made and kept numerous friends, many of whom were received by the capable Mongolia staff at the hospitality rooms.

**JAMISON COLD STORAGE DOOR CO.**—J. V. Jamison, jr., president, who missed his first convention in many years in 1941 because of illness, was back again this year and his many friends were happy to see him. Fred Wagner, general sales manager, was glad to answer any questions pertaining to the famous Jamison cold storage door and how present conditions are being met. Unfortunately, J. V. Jamison III, vice president, was unable to attend the convention.

**JOHN E. SMITH'S SONS CO.**—The John E. Smith's Sons Co. suite at the Drake was a center of hospitality for meat packers and sausage manufacturers. Information and constructive help were dispensed by the staff, along with hospitality. The flow of guests was another indication that the Buffalo line of equipment is giving complete satisfaction in the large number of plants in which it is used. Among the company men present were Richard C. Smith, president, Walter J. Richter, Walter B. Richter, J. B. Sabean, Wm. F. Mueller, Harry J. Horton, Louis F. Wiltshire, Ronald Marks and H. K. Hirsch.

**CONTINENTAL CAN CO.**—The fine brand of hospitality extended to the visitors at the Continental Can Co. rooms is certainly a tribute to those responsible for it. A. V. Crary, P. O. White and J. P. Louderman were among the company representatives present. The many problems of the day that Continental products can solve were discussed and much valuable information was obtained by the guests.

**CORN PRODUCTS SALES CO.**—At the head of the Corn Products receiving line was the genial Dr. J. H. Buchanan. He was ably assisted by his associates in making their many guests feel at home and added to their store of knowledge about the use of Cerelease in sweet pickle, dry cures, in making sausage and other curing operations. Members of the staff on hand, in addition to Dr. Buchanan, were H. A. Crown, B. M. Morse, G. A. McDonald and T. C. Clawson.

**CARRIER CORP.**—No wonder there were so many visitors at the Carrier rooms, when one considers the gilt-edge reputation of Carrier refrigeration, smokehouse and air conditioning equip-



**UPHOLD MAYER HOSPITALITY RECORD**

Dispensers of hospitality and good cheer at the H. J. Mayer & Sons Co. hospitality quarters. Seated (l. to r.) S. A. Mayer, H. J. Mayer, sr., president, and Charles F. Mayer. Standing are J. O. Strigle and Frank A. Mayer.

ment and the fine friendliness shown by the group of Carrier representatives on hand to do the entertaining. Carrier greeters were C. I. Elliot, W. B. Rorison, H. G. Strong, W. S. Bodinus, W. A. Dieckman, J. E. Field, A. E. Melling, H. B. Reinhardt, J. E. Salmon and R. C. White.

**YORK ICE MACHINERY CORP.**—There were quite a few York men on hand at the York hospitality headquarters, which was a good thing, for it takes a lot of men to entertain a lot of friends. This, in a few words, describes the popularity of the suite. G. A. West-erlin, C. H. Schicht, F. T. Brandt, G. W. Ashlock, G. A. Schuster, C. G. Quermann, Oliver Crose, R. E. Miller, E. F. Edwards, Presley O'Daniel and "Red" Miller answered questions about the York line of refrigeration equipment and at the same time made their guests feel at home.

**HERCULES POWDER CO.**—Here was a pleasant place to visit, as was proved by the large number of guests who stopped during the convention. While the Briso thermoplastic compound, especially designed to provide a rapid and effective means of removing hog hair after the regular dehairing operation, created the friends who visited the suite, the guests remained to enjoy the good company of the Hercules Powder Co. personnel, including J. F. Harrington, L. P. Killilea, George Underwood, H. W. Wendle and G. F. Hogg.

**JOHNS-MANVILLE CORP.**—The Johns-Manville hosts, R. E. Hinchliff, Chicago, and J. F. Stone, New York, had many packer visitors at their suite at the Drake. The J-M line of insulation, roofing and waterproofing materials is of great importance under present conditions and the hosts were glad to answer questions and solve problems when called upon to do so. Their primary effort, however, was devoted to making the stay of their guests pleasant.

**TRAVER CORPORATION.**—A hospitable spirit prevailed at Traver headquarters in the Drake, fostered by genial George Traver and the charming Mrs. Traver, acting as hosts. With Mr. and Mrs. Traver were Paul Traver, Vincent Sheridan, general sales manager; C. D. Ackerman, M. J. McEnery and George Green, assistant to George Traver. One of the main social features of the convention was the cocktail party given by the Traver Corp. and attended by many industry notables.

**CHICAGO COLD STORAGE WAREHOUSE CO.**—Chicago Cold Storage Warehouse suite teemed with activity during the entire convention. Vice president John H. Edmondson, assisted by W. A. Kron, W. A. Kopke and D. H. Murphy, entertained the company's customers and friends.

**CUDAHY PACKING CO.**—The Cudahy Packing Co. combined a sales meeting, attended by all the firm's casing salesmen, with regular convention activities. The company's hospitality quarters in the Knickerbocker hotel were visited by a representative group of

## On Hand to Make Packers Feel at Home

1.—H. G. Strong, Detroit manager, Carrier Corp., A. P. Shankin, vice president and regional director, Chicago office, Mrs. H. G. Strong, Mrs. W. B. Rorison, Mrs. E. L. Schulz, W. B. Rorison, Carrier, and E. L. Schulz, war industry specialist, in the Carrier Corp. hospitality headquarters.

2.—In the John E. Smith's Sons Co. hospitality room, visitors were greeted by (back row) W. B. Richter, H. L. Hunn and Jack Sabean. Seated are W. F. Mueller, Walter J. Richter and R. C. Smith, president of the organization.

3.—This quartet greeted visitors at the Mongolia Importing Co. hospitality room. (L. to r.): L. R. Stupnick, P. H. Turner, A. T. Terry, vice president, and George F. Reichert.

4.—Visitors at the Globe Co. room were greeted by (seated, l. to r.) George L. Hoyt, secretary, C. E. Gambill, president, Russell L. Gambill, vice president, and Leo J. McQueen. Standing (l. to r.) are John Vojtech, Willis D. Moorhead, D. P. Gambill, J. C. Luehrsen, J. F. Moorhead, Kent Tomlinson, L. J. Spencer, Wm. C. Steffan, C. Bonifield and Frank J. Bilek.

5.—Hospitality in the S. Oppenheimer & Co. room was taken care of by R. M. Bechstein, Anton Heilig, Jack Shribman, Al Weil and Leo Weglein.

6.—Ready to greet friends in the Wm. J. Stange Co. room were (seated l. to r.) Bob Grant, Joe W. Graf, sales manager, Wm. B. Durling, president, Harry Horton, and Irving Zeiler. Behind the sofa (l. to r.) Ray F. Beerend, T. L. Allen, Vernon E. Berry, J. Boyd McKeane, Ted Lind and H. A. "PeeWee" Hughes.

7.—The J. S. Hoffman Co. presented this group to its visitors. Seated are J. W. Klapper, Harry I. Hoffman, president, and J. J. Zahler, vice president. In the rear (l. to r.) are Hy Mizruchy, C. Barbosky, M. E. Bush, R. E. Hawley, Charles A. Faye and Leon Rubin.

8.—It was a happy group that greeted

friends in the Fearn Laboratories hospitality headquarters. Standing (l. to r.) are F. J. Potts, Robert P. McBride, Sam Selbridge, W. H. Allison, R. J. Potts, and M. W. Smith. Seated are K. G. Potts, Miss Beatrice Larsen, C. E. Connors and B. R. Chapman.

9.—At Glidden Co. headquarters, visitors were greeted by Ray Seipp, J. L. Dickinson, C. K. Shuman, A. A. Levinson and Herman Waldman.

10.—At Continental Can Co. headquarters the cameraman found (seated l. to r.) A. V. Crary, vice president, J. L. Heinlein, J. P. Louderman, and Lt. Col. Jesse H. White, Chicago Quartermaster Depot. Standing are C. E. Maier of Continental and Carl J. Gordon, assistant to the executive vice president.

11.—The Independent Casing Co. group (l. to r.): M. Deming, George Fisher, vice president, Sam Isaac, Herbert J. Altheimer, Mike Krauss, H. W. Strauss, Irwin L. Hirsch, Charles A. Raynor, vice president, Charles G. Stohrer, Lawrence Pfaelzer, president, and B. A. Geier, secretary.

12.—In this happy group are (l. to r.) John Max Weyer, Van Loan & Co., N. Y.; Henry R. Streckert, pork plant supt., H. C. Bohack Co., Inc., Brooklyn; Jack Haug, Van Loan & Co., western representative, and Art Zweigle, general manager Zweigle's Bros., Rochester, N. Y.

13.—The Visking Corporation had a large number of representatives on hand to greet friends. Seated (l. to r.) are D. S. Nay, E. P. Cahn, Howard R. Medici, vice president, E. J. Marum, sales supervisor, and Elliot Balestier. Rear (l. to r.): C. A. Beckman, C. W. Whitford, F. G. Adams, L. E. Houck, W. R. Hemrich, A. W. Peters, H. A. Lotka, E. J. Keuer, R. D. Tickner, and J. V. Smith.

14.—This snapshot was taken at the Traver cocktail party in the Traver hospitality room. Needless to say, everyone was having a good time.

Cudahy customers and friends. Harold Townsend, manager of the casing department, ably aided by his staff, was the genial host.

**THOMAS TRUCK & CASTER CO.**—The firm's suite in the Drake hotel was visited by countless customers and friends. J. F. Thomas, Robert L. Montgomery, David F. Thomas and George Walker, jr., acted as hosts. The company, completing its fifth year, reports its products are receiving warm approval in the industry.

**PREMIER CASING CO.**—Milt Goldberg, Dan Summer and J. Hax acted as hosts in the company's suite in the Drake. Fine food, excellent beverages and the chance to renew old friendships kept the suite continually filled with guests. Current casing problems were discussed by the staff members and many of their customers stopped in to pay them a visit.

**FEDERATED MILLS.**—Phil Fine and S. A. Halle acted as hosts at the company's suite in the Drake. Sausage

containing the company's binder, "Federo," was on display and sampled by many guests. Visitors renewed old friendships and a good time was had by all.

**BUILDICE CO.**—John Heinzelman greeted his many friends in the packing industry in his new capacity as president of the Buildice Co. in the firm's suite in the Drake. The Buildice Co. has been solving many of the packer's refrigeration problems with reconditioned refrigeration equipment.

**MIKOLITE CO.**—R. W. Rice and R. J. George met and acquainted visitors to their suite in the Lake Shore Drive hotel with their product "Mikolite," the new insulation free from priority problems and readily adaptable to many requirements of the packing industry. The plants in which Mikolite has been installed were described and the ease of installation explained.

**PRESERVALLINE MFG. CO.**—Lee Kenyon, sales manager, was again the genial host at the popular Preservalline



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headquarters. This year he had with him a good number of assistants who did their usual fine job of greeting guests. These experts with many years of experience supplying meat packers and sausage manufacturers with curing, seasoning, and other processing materials, gave out much helpful advice to visitors to aid them in solving their problems. In addition to Mr. Kenyon, the Preservaline men were Ted Brown, Hans Daube, Oscar Foos, Ed Gisch, O. E. Montieth, Karl Rein, Louis Rosmarin, Selwyn Rubin, Martin Ryan, Ben Miller, Bill Scheyer, Paul Schmidt, Andy Schnell, George Temmerman and Charles Warmbold.

**A. E. STALEY MFG. CO.**—A very interesting buffet lunch was served at the Staley hospitality headquarters. The repast included meat loaves and sausage made with Staley soy products. Half ounce transparent envelopes containing samples of soy flour used in the making of sausage and loaves were available for the guests, as well as transparent packages containing soy grits. Both envelopes listed the vitamin content and comparable food values of the products. Samples of Staley corn flour were also available. Host G. H. Walker, manager, special products division, was assisted by S. S. Snell, J. N. Van Allsburg, C. T. Duncan, J. M. Grossenbach and Pete Braun. Rol Staley is serving in the armed forces.

**H. J. MAYER & SONS CO.**—Hospitality and refreshments in the Mayer manner were in evidence at the concern's hospitality headquarters at the Drake Hotel. H. J. Mayer, sr., who headed the company contingent at the convention, was busy meeting his old friends from all parts of the country. Sons Charles F. Mayer, Frank A. Mayer and S. A. Mayer completed the family representation, and were assisted by J. O. Strigle and H. J. Addison. Visitors were served with various types of meat loaves and sausage products, all of which had been manufactured and processed by family members of the firm in the Mayer plant. H. J. Mayer, jr., who has built a host of friends in past years, was present for a short while, but was unable to lengthen his stay to the point where he could meet all visitors. The work done recently in furthering laboratory control of Mayer seasonings and Neverfail cure, under the direction of H. J. Mayer, sr., was widely discussed.

**J. S. HOFFMAN CO.**—President Harry I. Hoffman had good reason to be proud of the attractive display his organization had set up in the Hoffman hospitality headquarters, and he should be equally proud of the many friends his organization has made in the meat industry. Vice president J. J. Zahler and sales manager J. W. Klapper, assisted by M. E. Bush, C. Barbosky, H. Mizruchy, C. A. Faye, Leon Rubin, New York, and others were constantly busy meeting, entertaining, and explaining the Hoffman line of related food products. The effective display was concentrated largely on domestic and Argentine cheese, including cheese spreads of

## Hosts to Packers in Hospitality Rooms

1.—Hospitality rooms of Milprint, Inc., Milwaukee, were a popular convention spot. In the front row are Cliff Williams, Chicago sales, J. A. Baker, manager, meat packers' division, and Marc Scheumann, supt., E. Kahn's Sons Co., Cincinnati. (Back row): K. L. McKinney, asst. supt., E. Kahn's Sons Co., Tom Smith, Cincinnati representative, Milprint, Elmer Roh, Michigan representative, and E. G. Anderson, by-products supt., E. Kahn's Sons Co.

2.—Sayer & Co., Inc., Brooklyn, presented this hospitality lineup. Front row: J. H. Cohen, W. A. Eyler, Paul Rosenfeld, president, and Lewis R. Hausman. Back row: John Aug, Harry J. Horton, A. Schwam, Kurt J. Brand and Fred Meyer.

3.—Greeting packer friends for American Can Co. were (seated) M. P. Cortilet, asst. div. manager, R. H. Lueck, director of research, Chicago, and M. J. Eberhart, asst. manager of sales, Chicago. In the back row are G. H. McDonnell, Chicago, J. M. Nicoll, Chicago sales, E. G. Weimer, special representative, Chicago, and W. C. Schultz, Iowa representative.

4.—Berth. Levi & Co., Inc., hospitality dispensers included E. Hertz, N. B. Berkowitz, Mike Baker, Martin D. Levy, vice president, Irving Sloman, vice president, David A. Weill, vice president, Al Byk, Leonard D. Weill, asst. manager, Jake Reichenbach, Lester Lyons and Duke Reichenbach.

5.—Again an interesting spot to visit was Cincinnati Butchers' Supply Co. headquarters. Seated are Carl Schwing, sr., W. H. Sweet and Herman C. Schmidt, president. In rear row Fred W. Stothfang, Howard M. Wilson, Louis Rosenberg, Walter Hammann, Clifford G. Hammann, and William C. Schmidt, vice president.

6.—R. H. Lamping, vice president of John J. Dupps Co., Cincinnati (left), with John A. Dupps, secretary, John J. Dupps, president, and R. L. McTavish.

7.—At Oppenheimer Casing Co. headquarters (seated): Seymour Oppenheimer, vice president, William D. Berger, San

Francisco manager, M. S. Holstein, vice president and sales manager, Arthur Luft and H. D. Oppenheimer, president. Standing: Roy Bloom, H. C. Flonacher, Joe Burke, Lee E. Breadman, Joe Messing, Steve Greenfield, L. A. Curran, Toronto, and Gordon D. Nussbaum.

8.—In Preservaline Mfg. Co. headquarters: Ed Gisch, Martin J. Ryan, Andrew J. Schnell, Lee Kenyon and Karl Rein formed the reception line.

9.—Six representatives of Diamond Crystal Salt Co., Inc. (Front row): C. C. Van Dyne, S. S. LeClare, general sales manager, and P. T. Green. Back row: L. M. Fitzhugh, Joe Conklin and Dr. J. A. Dunn, technical director.

10.—Hercules Powder Co. (l. to r.): E. T. Wilander, G. J. Underwood, J. F. Harrington and H. M. Wendle.

11.—Corn Products Sales Co. group: T. C. Clawson, R. P. Bieler, G. A. McDonald, L. F. Gillam, production supt., and Dr. J. H. Buchanan.

12.—Transparent Package Co. (Seated): D. A. Heyne, H. R. Strauss, director, R. L. Atkinson, president, and E. O. Johnson, vice president. (Standing): M. Craig, B. J. Wien, M. L. Hofman, M. L. Rosenthal, L. B. Tauber, Jack B. Kamm, advertising manager, and Emil Meyer.

13.—Afral Corporation. B. J. Roehm, (left), midwest territory, W. E. Oliver, general manager, and P. A. Schuster, Chicago representative.

14.—The Cudahy Packing Co. (First row): G. E. Stutz, S. J. Warren, H. W. Townsend, manager, casings dept., R. J. Cauwels, H. E. Wisecarver, E. T. Vail. (Second row): F. T. Ryan, H. Goldfarb and H. M. O'Hara.

15.—Snapped in York Ice Machinery Corp. hospitality quarters: Charles H. Schicht, George A. Schuster and F. T. Brandt, all of Westerlin and Campbell Co., E. O. Emge, Emge & Sons, Fort Branch, Ind., and Walter Krause, curing and smoking, Kerber Pkg. Co., Elgin, Ill.

various types, special sausage cheddar cheese, and shelf cured cheese in a variety of styles. Hoffman products, with other refreshments, were served.

**OPPENHEIMER CASING CO.**—Customary Oppenheimer hospitality was again in evidence at Oppenheimer headquarters at the Drake hotel, under the direction of president Harry D. Oppenheimer. The entire Oppenheimer executive and sales staff was on hand to greet visitors, including vice presidents Seymour Oppenheimer, Martin Hirsch and M. S. Holstein, together with San Francisco manager William D. Berger and Toronto manager Leo Curran. The entire sales staff, including Gordon D. Nussbaum, Lee Breadman, J. Burke, R. Bloom, Steve Greenfield, H. C. Flonacher, Joe Messing and Arthur Luft, were kept busy caring for the wishes of their guests. An array of fine foods and refreshments was available for visitors.

**FEARN LABORATORIES, INC.**—The great delicacy—smoked turkey—

that has been served in past years to visitors at the hospitality headquarters of Fearn Laboratories was again the feature tid-bit of the convention. This unique specialty was prepared by company president H. E. Allen and demand was so great that the supply was exhausted before the convention's end. Many other fine food products, prepared according to Fearn methods, were available to visitors. The genial hospitality that characterizes Mr. Allen and his entire staff was again in evidence, and the complete executive staff and sales organization were on hand to entertain guests. Vice president Harry E. White and sales manager W. E. Kicker were in constant evidence. The Fearn sales staff, including C. E. Connors, R. P. McBride, A. R. Goodson, W. H. Allison, B. R. Chapman, Sam Selfridge, J. L. Wilde, M. W. Smith, F. J. Potts, K. G. Potts and R. J. Potts were present. Feminine guests were entertained by Ruth Hampton and Beatrice Larsen.

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## MORE 1942 CONVENTION FACES

- 1.—Jack Raznick, vice president, Omaha Pkg. Co., Omaha, with Stanley E. Hess, Hess-Stephenson Co., Chicago.
- 2.—Bertil Friman, vice president, Hately Bros. Co., Chicago.
- 3.—Arthur C. Beahm (right), Beahm Prov. Co., Chicago, with E. T. Nolan (left) and Chester H. Bowman, of The Nat. Provisioner Daily Market Service.
- 4.—Maurice N. Witt, hides sales, Swift & Company.
- 5.—William Richmond, J. C. Wood & Co., visits with James M. White, P. Brennan Co., Chicago.

## Broker Organizations →

- 1.—L. E. Griffin, P. G. Gray & Co., Boston broker, attending his thirty-third straight convention, and Robert Burrows, J. C. Wood & Co., Chicago.
- 2.—S. A. McMurray and James G. Mercer, Schwarz & Co., Chicago.
- 3.—E. G. James, E. G. James Co., Chicago broker, and C. E. Field, president, Field Pkg. Co., Owensboro, Ky.
- 4.—D. J. Gallagher and Roy H. Monson, of the D. J. Gallagher, Inc., brokerage organization.
- 5.—(Front row): Jos. R. Walsh and Harold DeFord, of Sunderland & DeFord, Chicago brokers; Ivan Flick, Oscar Mayer & Co., Madison, Wis.; Geo. Sunderland, Sunderland & DeFord. (Rear row): John Corcoran, Armour and Company, S. P. meats dept., and Elmer H. Lepper, assistant sales manager, Kohrs Pkg. Co.
- 6.—The E. G. James Co. organization. (Front row): Hy Myers, Jos. Steger, Sam Barliant and Stanley Daneck. (Rear row): Ted Williams, Bob Johnson, Clay Hudson, M. J. Mackin, Blair Adams and Ray Williams.
- 7.—Roy F. Norris and Joseph T. Murphy, Murphy-Norris Co., familiarly known at conventions although attending their first convention as a Chicago brokerage firm.
- 8.—Fritz Groeneveld, Groeneveld Co., Inc., New York provision brokers, a flight officer in the Civil Air Patrol, with Geo. Kast, president, Meat Trade Institute, Inc., New York.
- 9.—Geo. H. Dunlap, jr., of Geo. H. Dunlap Jr. Co., the latest addition to the Chicago provision brokerage fraternity.
- 10.—Chas. Herbert, Herbert Brokerage Co., Chicago.
- 11.—Charley Lee (left), retired, who always manages to attend the convention, with his brothers, Lacy Lee and Claxton Lee of the Lacy Lee brokerage organization.
- 12.—Geo. H. Elliott, of Geo. H. Elliott & Co., Chicago hide broker, with Lewis B. Jackson, chief of the hide unit, War Production Board.
- 13.—Stanley Hess, Ray Stephenson and Ed Hess, of Hess-Stephenson Co., Chicago provision brokers.
- 14.—Barney Odell, Gordon Austin and George Whitting, of Odell & Whitting, Chicago provision brokers.
- 15.—Henry Bender and Joseph Green, Bender, Green & Co., Chicago by-products brokers.
- 16.—Fred Burrows, Peter Bendt, J. K. McKenerick and Robert Burrows of J. C. Wood & Co., Chicago provision brokers.

- 6.—S. Dillon Foss (left), secretary-treasurer, Nichols Foss Pkg. Co., Bay City, Mich., with Mrs. Foss, Mrs. Emil A. Schmidt, and Emil A. Schmidt, Schmidt Prov. Co., Toledo, O.
- 7.—Lee R. Gilleran, secretary, P. Brennan Co.
- 8.—Carl F. Schloemann, St. Louis, packinghouse architect and engineer.
- 9.—George W. Martin, Chicago manager, John Morrell & Co.



# THE GRIFFITH LABORATORIES.

—The merits of Prague Powder were extolled by President E. L. Griffith, vice presidents F. W. Griffith and M. C. Phillips and the entire Griffith sales organization, including V. B. C. Woodcroft, G. A. Lovell, Howard A. Levy, R. R. Dwyer, Harry Gleason, Maurice Rector, W. A. Gee, E. L. Hall, P. D. Bartholomew, R. F. Stutz, V. H. Dodson, I. T. Suits, C. A. Wood, Albert Szafranski, W. C. Young, A. P. Lovell, W. E. Anderson, L. E. McCrath and S. E. Strahan. Every effort was made to provide for the comfort and happiness of visitors. Delicious refreshments were served to visitors and the fund of information dispensed was worth a visit.

**THE GLIDDEN CO.**—General sales manager A. A. Levinson, who has a thorough knowledge of the meat packing industry due to his long association with the field, designed his concern's hospitality headquarters to convey the idea of quality that soya can contribute to sausage. Ray Seipp, packinghouse specialist, managed to cover considerable ground and was in constant demand to entertain guests with his dialect renditions. J. L. Dickinson, Herman Waldman and C. K. Shuman completed the Glidden staff.

**BERTH. LEVI & CO., INC.**—The air of genial hospitality constantly evident in Berth. Levi headquarters was undoubtedly responsible for the popularity of this congenial stopping place. Headed by vice presidents David Weill, Martin D. Levy and Irving Sloman, the Berth. Levi delegation included Leonard D. Weill, assistant manager, Al Freud, E. Hertz, N. B. Berkowitz, Mike Baker, Al Byk, Jake Reichenbach, Duke Reichenbach, Lester Lyons and others of the sales organization. Visitors were served sausage, sandwiches and refreshments. Naturally-cased sausage was featured.

**LIQUID CARBONIC CORP.**—C. R. Skidd handled the major assignment in providing hospitality for visitors to Liquid headquarters in the Drake hotel. Unfortunately, Robert Matthei, who has worked with Mr. Skidd in past years and has become well known throughout the packing industry, was confined to his home by illness and was unable to attend the convention sessions. Other company executives and officials were present to explain the merits of Red Diamond Dry Ice to visitors.

**THE VISKING CORP.**—Built around a military and patriotic theme, the Visking Lounge duplicated its previous popularity as a visiting spot for those attending the convention this year. E. O. Freund, president, assisted by Howard R. Medici, vice president, headed the Visking delegation. E. J. Marum, sales supervisor, and Gustav Freund, III, vice president, also contributed to making visitors at ease. L. E. Houck, Oliver Goldsmith and William R. Hemrich, advertising manager, completed the delegation from the home office. The Visking sales organization was represented by E. B. Cahn, A. S. Houston, Henry A. Lotka, H. J. Elliott, F. G. Adams, A. W. Peters, J. V. Smith, R. E. Tichenor, E. H. Hines, David S.

# Equipment and Supply Men Uphold Hospitality Tradition

1.—York Ice Machinery Corp. plays host to members of the trade (l. to r.): Charles H. Schicht, O. P. Crose, George A. Schuster and F. T. Brandt of Westerlin & Campbell Co., E. O. Emge, Emge & Sons, Ft. Branch, Ind., Walter Krause, Kerber Pkg. Co., Elgin, Ill., and G. W. Ashlock, York Ice Machinery Corp., Chicago.

2.—Federated Mills Co. (first row): Herman Waldman, Federated Mills, Fred Gunkel, Oscar Mayer & Co., John Hartmeyer, Armour and Company, Chicago, and S. A. Halle, Federated Mills. (Second row): E. R. Frattinger, Stoppenbach Sausage Co., Franz F. Tensfeldt, president, Stoppenbach Sausage Co., and Phil Fine, Federated Mills Co.

3.—Fearn Laboratories. (Seated): Harry E. White, vice president, Miss Ruth Hampton, hostess, and H. E. Allen, president. (Standing): W. E. Kicker, sales manager, and H. L. McCalib, treasurer.

4.—Dispensing and enjoying convention hospitality are F. J. Potts, New York representative, Fearn Laboratories, George Kast, Henry Kast, Inc., Kurt Brand, Sayer & Co., New York, H. Deutinger, The Aula Co., Inc., and Robert Berl, sales and advertising manager, Zweigle's Bros., Rochester, N. Y.

5.—Sharing southwestern hospitality are (seated) Phil Hantover, president, Phil Hantover, Inc., Kansas City, Mo., and R. C. Banfield, president, Banfield Bros. Pkg. Co., Tulsa. (Standing): Dave Bonnellie, general supt., Paul Thompson, general manager, and S. R. Davidson, secretary-treasurer, all of Banfield Bros., and Leonard Hantover, vice president, Phil Hantover, Inc.

6.—Taking it easy in the lobby after a hard day in the exhibit halls. Frank B. Griswold, Chicago representative, Lehigh Safety Shoe Co., Inc., W. D. ("Bill") Galloway, Arkell Safety Bag Co., Chicago, E. L. Antonen, vice president and sales manager, Denman Tire and Rubber Co., Warren, O., and George E. Phillips, Chicago district manager, Ken-Rad Tube and Lamp Corp., Owensboro, Ky.

7.—Suppliers and packers get together: A. P. Lovell, Michigan territory, Griffith Laboratories, C. H. Lasher, H. A. Smith Pkg. Co., Port Huron, Mich., A. R. Griffith, Milner Prov. Co., Frankfort, Ind., K. G. Liebert, sales manager, Milner Prov. Co., E. B. Pallardy, sales manager, General American Transportation Corp., Chicago, Albert A. Szafranski, St. Louis representative, Griffith Laboratories, and Louis E. McCrath, Sioux Falls representative.

Nay, C. A. Beckman, C. A. Pemberton (Canadian representative), J. D. Foran, S. D. Collins, D. G. Roberts, and C. A. Whitford. Hostesses were on hand at all times to care for the refreshment needs of visitors.

**INDEPENDENT CASING CO.**—Perfect hosts seemed to be available everywhere at the Independent hospitality headquarters. President Lawrence Pfaelzer, who has been distinguished for his work in promoting the sale of natural casings, was assisted by Charles

8.—Time for a little visiting. Harold T. Polk, vice president, Con Yeager Sales Corp., Pittsburgh, Con Yeager, president, S. A. Mayer, H. J. Mayer & Sons, Chicago, and Harvey Wernecke, *The National Provisioner*.

9.—An early lobby gathering was that of F. H. Heinold, owner, Atlanta Sausage Co., Atlanta, Ga., F. A. Mayer, H. J. Mayer & Sons Co., Chicago, Alphonse Albert, supt., Albert Pkg. Co., Washington, Pa., and George Albert, president, J. O. Strigle and S. A. Mayer, both of H. J. Mayer & Sons Co.

10.—Helping to make Preservalline hospitality headquarters an enjoyable spot to visit were Miss Marian Chvalovsky, Mrs. Karl Rein, Mrs. Otto Chvalovsky, Ted Brown and Karl Rein.

11.—(Seated): William G. Mueller, jr., president, American Pkg. Co., St. Louis, Dr. A. O. Lundell, sales manager, The Allbright-Nell Co., Chicago, John Cook, president, Cook Pkg. Co., Scottsbluff, Neb., and H. Peter Henschien, Chicago packinghouse architect, take time out for food and conversation. Standing are W. Roeglein, Roeglein Pkg. Co., San Antonio, and Charles R. Bergstrom, Alamo Dressed Beef Co., San Antonio.

12.—Carl Hirsch, Virginia Pkg. Co., Springfield, Ill., H. C. Mollers, Black Hills Pkg. Co., Rapid City, S. D., Willard Potter, Virginia Pkg. Co., M. L. Hoffmann, vice president, The Hoffmann Pkg. Co., Inc. Syracuse, and Leo Weglein, S. Oppenheimer & Co.

13.—Sayer & Co., Inc. hospitality hosts. Louis R. Hausman, William A. Eyer, A. Schwam and Paul Rosenfeld, president.

14.—In the hospitality rooms of the Globe Co., Chicago. Charles E. Gambill, president, Mrs. Gambill, Mrs. George L. Hoyt, and George L. Hoyt, secretary.

15.—A bit of lighter reading brings smiles to the faces of Ben W. Campton (left) Meat Packers, Inc., Los Angeles, Charles M. King, secretary-treasurer, Southern California Meat Co. Los Angeles, John H. Payton, president, Great Lakes Stamp & Mfg. Co., Inc., Chicago, and Lester I. Norton, *The National Provisioner*.

16.—P. H. Turner (left), Mongolia Importing Co., New York, G. G. Mihill, sales manager, Luer Brothers Pkg. Co., Alton, Ill., H. E. Wisecarver, casing department, Cudahy Packing Co., C. A. Luer, vice president, Luer Brothers Pkg. Co., and R. J. Cauwels, casings department, Cudahy Packing Company.

A. Raynor and George Fisher, vice presidents. B. A. Geier, secretary-treasurer of the concern, completed the executive delegation. Sales organization was represented by Samuel Isaac, New York, Mike Krauss, New York, and Irwin L. Hirsch, M. E. Deming, Charles A. Stohrer, H. A. Altheimer, and Herbert W. Strauss.

**S. OPPENHEIMER & CO.**—Headed by Lawrence C. Stix, ably assisted by Fred Bechstein, the S. Oppenheimer delegation included Jack Shribman, A.





Heilig, Leo Weglein, Robert Bechstein and Alfred Weil. The main feature of the S. Oppenheimer headquarters, located in the Knickerbocker hotel, was the extensive effort made to entertain and refresh guests. Every one in the S. Oppenheimer organization has a wide circle of friends throughout the meat packing industry.

**THE GLOBE CO.**—It was only natural that packers should seek out Globe headquarters and spend considerable time with members of the aggressive, packinghouse wise Globe organization. President C. E. Gambill, vice president R. L. Gambill, secretary George L. Hoyt, and treasurer E. O. McCord were assisted in extending hospitality by W. D. Moorhead, L. J. McQueen, J. F. Moorhead, K. Tomlinson, L. J. Spencer, J. C. Luehrsen, Wm. C. Steffan and chief engineer Frank J. Bilek. Visitors to Globe headquarters were invited to view a full-color movie showing operation of the concern's famous Roto-Cut meat processor. Refreshments were served to guests.

**TRANSPARENT PACKAGE CO.**—"Club Tee-Pak" continued to be one of the most popular spots in the Drake hotel. Every year since the idea of "Club Tee-Pak" was conceived, the headquarters of the Transparent Package Co. has been growing in popularity among convention visitors and this year was certainly no exception. Under the direction of company president R. L. Atkinson, vice president E. O. Johnson and advertising manager J. B. Kamm, visitors were made to feel perfectly at home in the comfortable atmosphere provided in Room M-18. Refreshments were available for guests and the entire Tee-Pak staff, including H. R. Strauss, M. Craig, D. A. Heyne, M. L. Hofman, E. Meyer, M. L. Rosenthal, L. B. Tauber, B. J. Wien and E.E. Northway, did their best to make visitors comfortable. A photographer was in constant attendance taking pictures of visitors to "Club Tee-Pak" which were later presented as attractive convention souvenirs. The concern also held its regular luncheon for wives of visitors to "Club Tee-Pak" at the Yar Restaurant in the Lake Shore Drive hotel. Mrs. E. O. Johnson, Mrs. M. L. Rosenthal, Mrs. J. B. Kamm, Mrs. E. E. Northway and Mrs. B. J. Wien acted as hostesses.

**WM. J. STANGE CO.**—Convention visitors say they are always welcome and always made to feel at ease at the Stange convention hospitality headquarters. This is apparently very true judging from the number of convention visitors that stopped to pass the time of day, refresh themselves and obtain some useful information. President Wm. B. Durling headed the Stange delegation, and was assisted in meeting friends of the company by secretary-treasurer Frank M. Hartigan and vice president Aladar Fonyo. Sales manager Joe Graf and his entire staff, including T. M. Lind, J. B. McKeane, Irving Zeiler, Ray F. Beerend, Vernon E. Berry, H. A. Hughes, Harry Horton and David J. Rintelman, greeted their friends from all parts of the industry.

## Packers and Trade Friends Face Flashbulbs With a Smile

1.—J. V. Jamison, jr., president, Jamison Cold Storage Door Co., with Fred H. Wagner jr., general sales manager, and Mrs. Wagner.

2.—Representing Thomas Truck and Caster Co. were (right) J. Faulkner Thomas, president, and R. L. Montgomery, Chicago sales manager.

3.—This trio is from the Sylvania Industrial Corp., New York. They are (l. to r.) W. J. Butler, L. R. Swift and E. A. Burchard.

4.—R. C. Banfield (right), president, Banfield Bros. Pkg. Co., Tulsa, and David C. Bonnallie, general supt.

5.—W. A. Dwiggens, vice president, David Davies, Inc., Columbus, O., pauses for a chat with Mrs. Seymour Goldberg, United Butchers Supply Co., Toledo, and Mr. and Mrs. Martin Saxe, Spicene Co. of America.

6.—Four visitors from the Southwest: J. D. Sartwell, president, Port City Pkg. Co., Houston, Mrs. W. H. Thomasson and W. P. McFadden, M. & M. Pkg. Co., Iola, Kans., and Roy Reed, plant supt., Rosenthal Pkg. Co., Dallas.

7.—Representing the livestock industry were Dr. W. E. Carroll, head of the animal husbandry department, University of Illinois, A. C. Cooley, director of extension, Indian Service, and John T. Caine III, Union Stock Yards and Transit Co., Chicago.

8.—Mervyn C. Phillips, vice president, Griffith Laboratories, Chicago, with Robert Berl, sales and advertising manager, and A. W. Zweigle, manager, Zweigle's Bros., Rochester.

9.—G. J. Essex, Omaha Pkg. Co., Chicago, Chester Szelagowski, A. Szelagowski & Son, Buffalo, George Kast, Henry Kast, Inc., New York, Joseph Messing, Oppenheimer Casing Co., and Louis Rosmarin, Preservaline Mfg. Co.

10.—M. S. Holstein, vice president and sales manager, William D. Berger, San Francisco manager, and L. A. Curran, Toronto representative, Oppenheimer Casing Co.

11.—H. Smith Wallace (right), *The National Provisioner*, chats with Norman Gross, of the Paul Lewis Laboratories.

12.—E. A. Thiele, special field representa-

tive, Kold-Hold Mfg. Co., and Richard von Schrenk, president, *The National Provisioner*.

13.—George E. Hinchliff, industrial division, and J. E. Stone, staff manager insulation department, Johns-Manville Corp.

14.—Two casing men: Frank Batek, casing department, Armour and Company, and W. C. Rapp, Canada Casing Co., Chicago.

15.—J. J. McLaughlin (center) general supt., Waldo Pkg. Co., Sandusky, O., with Mary Powers, Sandusky, O., and Lester Lyons, Berth. Levi & Co., Inc. Chicago.

16.—Charles Bishop, district manager, Angier Sales Corp. and John H. Klass, eastern sales manager, Bard Products Division, Pacific Lumber Co., with H. W. Wernecke of *The National Provisioner*.

17.—Chester H. Bowman, *The National Provisioner* Daily Market Service, with P. P. Grant, Wilson & Co., and Fred J. Mangler, Davidson Meat Co.

18.—A group of Canadians including (l. to r.) W. Presswood, Presswood Bros., Toronto, W. Barrowman, F. W. Fearman Co., Ltd., Edmonton, C. A. Pemberton, C. A. Pemberton & Co., Ltd., Toronto, and A. M. MacDonald, Gainers Ltd., Edmonton.

19.—Charles E. Dorman, broker, and I. B. Wald, Wald Barm Co., wholesale meats and provisions, were two Boston representatives.

20.—George A. Casey, president, John J. Felin & Co., Philadelphia.

21.—Stanley Meisser, president, Essem Pkg. Co., Lawrence, Mass., and Raymond C. Briggs, L. S. Briggs, Inc., Washington.

22.—A. H. Later, president, Morris Pkg. Co., Hartford, Conn., with L. R. Hausman, Sayer & Co., New York, and Max Goldberg, Hampden Beef. Co., Springfield, Mass.

23.—Harold T. Polk, vice president, Con Yeager Sales Corp., Pittsburgh, Pa., Fred W. Stothfang, Cincinnati Butchers' Supply Co., and Con Yeager.

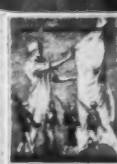
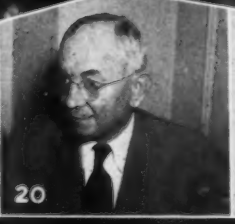
24.—J. C. Kirchner, Home Pkg. Co., Terre Haute, Ind., with Mrs. Sol Morton, M. Starsky, president, Home Pkg. Co., and Sol Morton, president, Meat Industry Suppliers, Inc., Chicago.

The wives of the Stange executive staff and sales organization also assisted in dispensing hospitality. Genial Ed King, for the tenth consecutive year, was in charge of refreshments.

**ALLBRIGHT-NELL CO.**—Anco's warm hospitality for 1942 was dispensed under the direction of Norman J. Allbright, John G. Allbright, Dr. A. O. Lundell, H. A. Scherer and others of the Allbright-Nell organization. The congenial atmosphere was conducive to many repeat visits by convention attendants. Lunches were served and other refreshments were available and a large number of those visiting to pay their respects welcomed the opportunity to prolong their visit.

**HOY EQUIPMENT CO.**—Frank Hoy, president, Hoy Equipment Co., Milwaukee, greeted visitors and friends in his spacious hospitality quarters. Mr. Hoy was recently elected vice president of the Wisconsin Golf Association. Assisting Mr. Hoy this year were Ed Veeck and A. Migrelli.

**VILTER MFG. CO.**—The Vilter suite at the Drake was a center of fellowship for the firm's many friends and visitors. A steady flow of visitors proved the popularity of the Vilter organization. Acting as hosts this year, headed by Frank D. Kirk, general sales manager, were W. B. Vilter, C. J. Heinzelman, D. Thompson, and D. E. Perham. The whole staff pointed out with pride the



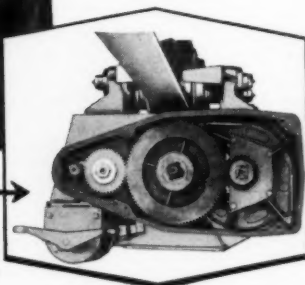
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# Speed **WARTIME** Food Output with **R & M ELECTRIC HOISTS!**



Here's what Rex W. Perry, president of the Perry Food Products Co., says about this R & M Hoist. "With an absolute minimum in maintenance, our R & M Hoist has always performed perfectly. It is an indispensable aid in speeding production of food for our country and Allies."



## JUST REMOVE THE COVER

and the entire hoisting mechanism may be quickly withdrawn! Note the extreme simplicity and precision engineering. Compactness provides utmost headroom and increases lift.

Up-to-the-minute meat plants everywhere—of which the Perry Food Products Co. is a typical example—are increasing their production of vital foods for home and abroad with R & M Electric Hoists. Why not enlist their capable help to speed your lifting and conveying operations?

They give "airline speed" to production lines because they are fast and efficient. Because they handle loads from any angle with perfect balance. Because they're engineered to deliver trouble-free, 24-hour service, year in and year out. Because they guarantee the utmost in utility, power and safety—yet require

a minimum in overhead space.

Whether you require capacities of 1,000 or 15,000 lbs., there's an R & M Electric Hoist *tailor-made* for the job; and it can be equipped with special trolleys to fit any type of monorail. Where greater distances of movement and high-speed transportation are essential, investigate R & M's complete line of Motor-Driven Trolleys.

Your nearest R & M sales and service office will be glad to furnish complete details. Or write today for Bulletin AB900, on special R & M Meat Packers' Hoists.

## R & M HOIST & CRANE SALES AND SERVICE OFFICES

Albany.....364 Broadway	Cleveland...352 Rockefeller Bldg.	New York.....200 Varick St.
Atlanta.....319 Walton Bldg.	Dallas.....1100 Cadiz St.	Philadelphia...401 N. Broad St.
Baltimore, Lombard & Concord St.	Denver.....1420 16th St.	Pittsburgh.....H. W. Oliver Bldg.
Boston.....55 Long Wharf	Detroit.....2921 E. Grand Blvd.	San Francisco, 116 New Mtgmy. St.
Buffalo.....2005 Delaware Ave.	Houston...3715 Harrisburg Blvd.	Seattle.....216 Walker Bldg.
Chicago.....2400 W. Madison St.	Jacksonville...305 Bibbee Bldg.	Syracuse.....204 State Tower Bldg.
Cincinnati...418 New St.	Newark.....700 Bergen St.	
	Montreal....Lyman Tube & Supply Co., Ltd.	

## ROBBINS & MYERS • Inc.

HOIST & CRANE DIVISION • SPRINGFIELD, OHIO

MOTORS • FANS • MOYNO PUMPS • FOUNDED 1878

fact that their organization had earned the coveted Army and Navy "E" award.

**CINCINNATI BUTCHERS' SUPPLY CO.**—As usual, a steady stream of packers and sausage manufacturers headed for "Boss" headquarters, one of the most popular at this year's convention. The company's staff, composed of experts in the analysis of packers' and sausage manufacturers' requirements, and in designing machinery to meet their specific needs, aided visitors in working out their problems. The helpful and genial staff was headed by Herman Schmidt, president; W. C. Schmidt, vice president; Carl Schwing, sr., Walter Hammann, Fred Stothfang, Clifford Hammann, Louis Rosenberg, Howard M. Wilson, C. D. Berry and E. L. Daly.

**MILPRINT INC.**—The Milprint staff of packaging and merchandising experts turned out in full force for the convention. They did a good job of upholding their firm's standards in offering assistance to packers. There were demonstrations of the technique of using metal replacement containers, including operation of mandrels and other mechanical devices in connection with containers for lard, souse, scrapple and other items. Packages from 2 lbs. to 120 lbs. were on display. Boxes and cartons lined with cellophane bags and pouches, and the 1-lb. duplex cellophane sausage bag were shown. The staff explained new uses for these containers and made friends and visitors comfortable. Heading up the staff were J. A. (Jim) Baker, head of the meat packers division; he was aided by L. Zimmerman, H. Jones, C. Williams, H. Heller, jr., Russ Faulkner, W. Meyer, P. Hultkrans and others.

**H. P. SMITH PAPER CO.**—One of the most popular suites was H. P. Smith hospitality headquarters. A spirit of good fellowship prevailed and some of the most important people in the industry sought relaxation there. This year photographs were taken of guests in costume before a court of justice, the culprits being guarded by "John Law" with old fashioned police hat, chin whiskers and "billy." Much fun was had over this stunt. Miss J. Proudan at the piano and Miss Fay Kruse, songstress, provided the musical entertainment. In addition, all were welcomed by the H. P. Smith staff—Ed. Schoenthaler, sales manager; Jack Pendexter, John Powell, Earl Townsend, Jim Scofield, Stuart Morrison, P. Massey, George Malmgren and Miss F. MacGillis.

**ADA FOOD PRODUCTS, LTD.**—Featuring the company's Expeller-Type Soya Flour, and depicting the various steps in the manufacture of this product, headquarters of the concern afforded visitors an excellent opportunity to judge the merits of this company's products. Following up on recent developments in which 10 per cent soya flour has been used in making pork sausage, officials of the concern had a wide fund of information available. Lawrence Pfaelzer, George Fisher, Charles A. Raynor and B. A. Geier, partners of the concern, were on hand.

# Convention Personalities

**T**HERE must be something about the meat trade that makes for long life. Take Ernst Reinhold of the Cher-Mak Sausage Co., Manitowoc, Wis., as an example. Mr. Reinhold admits 59 years in the meat business—but he plans to stay around another year to make it an even three score. He and Mrs. Reinhold took the convention in their stride.

Lack of tin and dehydrating problems in the dog food industry are not bothering Charlie King, Southern California Meat Co. As a sideline, the Californian less than a year ago entered the pet food business with a loaf-type product which can be held at ordinary refrigerator case temperature. Response from pet owners was so active that it has been a problem to keep production near demand. After enlarging leased quarters twice in a few months, Mr. King and his associates have purchased the entire building.

Elsewhere in this issue appears an advertising insertion by the East Tennessee Pkg. Co., Knoxville. It is a reproduction of a billboard display from an original drawing. There is an interesting story in connection with the drawing; it is the work of Ruth Tanner Barton, whose husband, G. S. Barton,

## CONVENTION TRIOS

1.—S. C. Winchester (right), Winchester Pkg. Co., Hutchinson, Kans., talks it over with W. E. Anderson, Kansas City representative, Griffith Laboratories, and Mrs. Anderson.

2.—Sausage men meet. Charles Reimer, president, Reimer Sausage Co., Milwaukee, A. Bruesewitz, Wisconsin Meat Products Co., Milwaukee, and "Carload Harry" Altman, Spicene Co. of America.

3.—Popular convention visitors were Carl Warkocz (right), supt., Oswald & Hess Co., Pittsburgh, Martin Saxe, Spicene Co., and Mrs. Saxe.

has been a salesman for East Tennessee Packing Co. for 17 years. Mrs. Barton, knowing that the Selecto brand was the pride and joy of Charles S. Simms, sales manager, painted the picture, had it framed, and presented it to Mr. Simms as a Christmas present.

Judging weight of cattle on the hoof apparently is good training for judging the weight of meat in a casing. It remained for Walter Bornholdt, Chicago cattle buyer, to put down the winning numbers on the giant theuringer exhibited in the Natural Casings display.



Often seen around the National Casings display was Henry H. Graef, genial sales manager of Fuhrman and Forster, Chicago. Henry's liking for good sausage is a natural, for he has been a fixture in the trade for quite a few years.

Col. Ed Wentworth and his assistant, Bob Harrison, of Armour's livestock bu-



Great Lakes Branders accomplish particularly fine results when marking BEEF CARCASSES.



Wieners are attractively labelled 3-at-a-time with electrically heated brander.



There's an easy-to-use brander for both HAM and BACON.

## EVERY BRANDING PROBLEM has its satisfactory solution at GREAT LAKES!

DRIED SKIM MILK ADDED  
INGREDIENTS: BEEF, BEEF  
CHEEKS, PORK, BEEF TRIPE,  
PORK FAT, WATER, DRIED  
SKIM MILK, SALT, SUGAR,  
FLAVORINGS, SODIUM  
NITRATE AND SODIUM NITRITE

You can always count on GREAT LAKES to come up with a perfect score in answer to any and all labelling problems. Great Lakes Branders are easy to use, effective and economical in operation. The Great Lakes method eliminates the need for extra labels or tags . . . saves time and labor . . . provides a handsomely identified "package" for smoked meats and fresh meat cuts. Whether your immediate problem concerns grade and sex marking to meet OPA requirements, ingredient labelling, or simply brand-name identification, come to GREAT LAKES.

**GREAT LAKES**  
STAMP & MANUFACTURING CO., Inc.

2500 IRVING PARK BLVD. • CHICAGO, ILLINOIS



Great Lakes Branders for ingredient labelling comply fully with BAI regulations.

Handy, economical hand-stamps solve all grade and sex marking problems.



Send your order now, or write for handsomely illustrated catalog.

# GOSHEN

## HYDRAULIC PRESSES

for Lard, Tallow, Tankage  
Sheepskins and Leather

EFFICIENT • ECONOMICAL



*Complete Stock of Hydraulic Press Supplies*  
**THOMAS-ALBRIGHT CO.**  
GOSHEN, INDIANA

## I. DUFFEY & SON Co.

*Indiana's Largest Live Stock Shippers*

LAGRO . . . . INDIANA

## Hogs • Calves • Lambs

— OPERATING POINTS —

LAGRO • LOGANSPOUT • FLORA  
ROCHESTER • RENSSELAER  
MONON • ELWOOD • WARREN  
FAIRMONT • LAFONTAINE

reau, were among prominent representatives of the raw product division of the meat industry on hand at the convention.

Master farmer and one of Iowa's most efficient hog producers, Allan Kline of Vinton, Ia., made a decided hit as a speaker at the convention's live-stock section meeting. Anyone who has visited Allan's neat, well kept 440-acre Kline farm in east central Iowa can testify that he is as good a farmer as he is a philosopher.

Dr. W. E. Carroll, head of animal husbandry at the University of Illinois, and his close friend John T. Cain III, Union Stock Yards, Chicago, were two "outsiders" who took in most of the section meetings.

A West Coast packer, who asked not to be quoted, said that the majority of small packers in his section of the coun-



### OFF THE RECORD

1.—B. W. Thayer, Stein-Hall Mfg. Co., Chicago, chats with George Clifford, *The National Provisioner*.

2.—Gilbert W. Rowe, A. Rowe Sons Co., Terre Haute, Ind., and Milford H. Cain, president, Cainco, Inc., Chicago.

3.—Frank D. Kirk, vice president, Vilter Mfg. Co., and Ed Thiele, special representative, Kold-Hold Mfg. Co.

4.—J. G. Guzewicz, Franklin Pork & Prov. Co., exchanges pleasantries with H. Deutinger, president, the Aula Co.



try have drafted plans to close shop after the heavy fall runs are over unless there is assurance in the new ceiling plans that they can operate profitably. Their decision to stay open for the next few months was made with the hope that some of the earlier losses may be regained on heavy livestock runs.

Arthur Davis of the Ed Davis Co., N. Y., felt that the convention this year was about the best lift a packer could get: "These are far from good times for our industry, but most every one I talked to was pretty confident that our worst days are over and that we'll be able to operate on a profitable basis again."

"The Agricultural Department in Washington is just like a three-ring circus, but we're turning out a pile of work," said W. O. Fraser of the AMA, one of the early visitors at the convention. "We are glad to have representatives of the industry call on us even though we are busy, because some of our greatest help has come from their many suggestions."

A. F. Paris of the Davis Packing Co., Boise, Ida., said there was little trouble getting livestock in his section of the country, but that prices are too high. The West Coast, especially San Francisco and Los Angeles, seems to have unlimited outlet for meats with the huge number of war workers employed in its factories. However, consumers have shown little opposition to the relatively high ceiling prices held by most retailers.

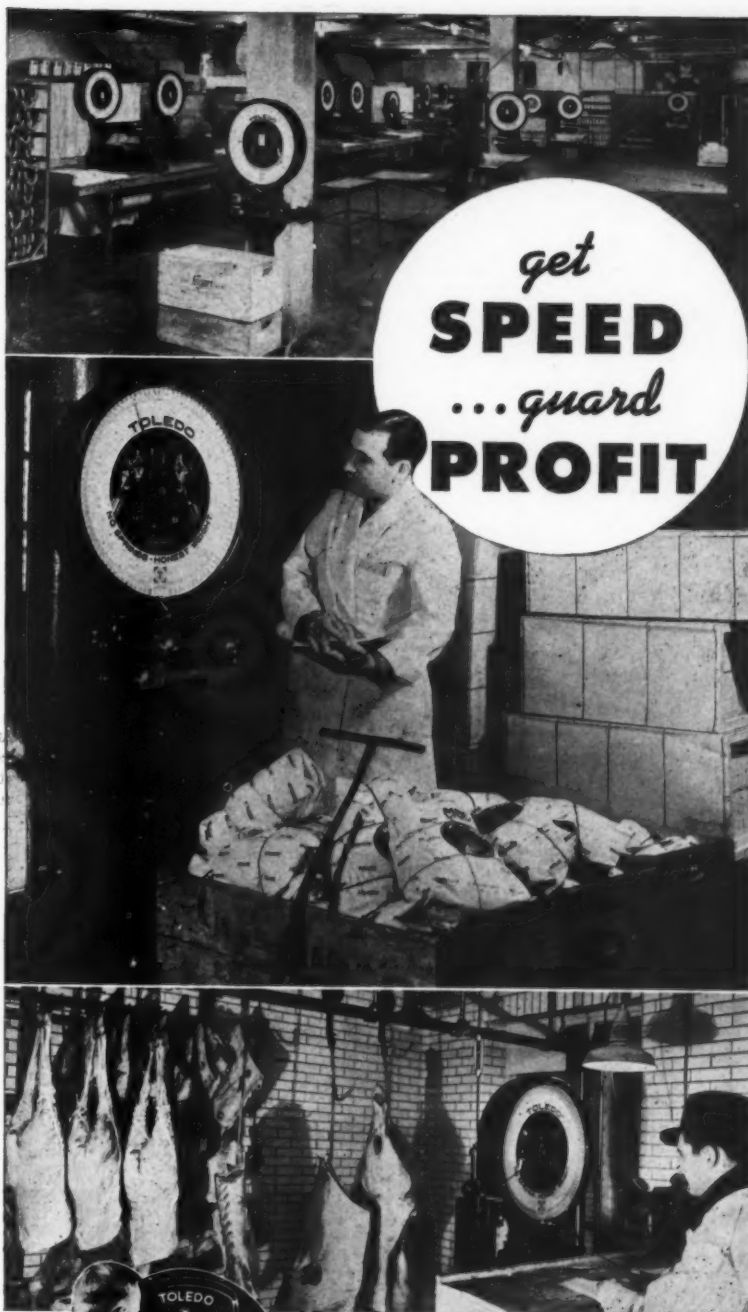
No convention would be complete without the presence of genial and efficient Ben W. Campton of Meat Packers, Inc., Los Angeles. A walking "Who's Who" of information about the industry in the Golden State, he knows, and is known by, practically everyone in the industry.

Big "Bill" Codling, chief, meat packing section, Food Branch of the WPB, was on hand. Although Washington duties take up a large part of his time, he is still able to get back to Albany from time to time, he said.

Baldwin Smith, son of R. C. Smith, president of John E. Smith's Sons Co., who visited the convention last year and followed in his father's footsteps by making many friends among packers and sausage manufacturers, recently received a commission in the Navy as lieutenant, junior grade.

Karl Rein, Preservaline Mfg. Co., was again on hand with Mrs. Rein. Mr. Rein has recently taken over the southern part of the U. S. as his sales territory.

Chicago provision brokers were well represented at the convention, but there was less hilarity and a more serious attitude apparent this year. Some houses continued the custom of maintaining hospitality headquarters in hotel suites; some made substantial donations instead to the U.S.O. Service Men's Center, and other brokers did both. A night football game at the White Sox park furnished opportunity for the entertainment of a number of brokers' friends, and various private dinners and club



Toledo Printweigh Scales ... direct printing of Toledo Accurate Weights In BIG Figures!

★ With wartime America demanding more meat than ever before ... it's more-than-ever important to handle your present-day volume with utmost accuracy and speed at every weighing point. Stop needless losses...be sure your system of scales is right. Whether it's scales for weighing livestock...controlling meat packing processes...grading, checking...wholesale weighing... Toledo builds exactly what you need! Send for latest Toledo book "Guarding Meat Profits." Toledo Scale Company, Toledo, Ohio.

## TOLEDO SCALES



parties which have become traditional with some of the brokerage firms were carried on without interruption.

Mrs. Chas. Buchy, jr., deserves a "feather in her cap" because she left her three small children at home with relatives in order to accompany her husband to the convention, because it

was the only way she could persuade him to attend himself. Mr. Buchy is a member of the Chas. G. Buchy Pkg. Co., Greenville, O.

Jacob Foster, of the well known Foster Beef Co., Manchester, N. H., helped swell the list of New Englanders in attendance at the convention. This was

#### CASING MEN TALK IT OVER

Upper left: Harry Bobsin, casing broker, Chicago, and Ben Halpern, casing importer, Ypsilanti, Mich. (Right): Max Salzman, president, Max Salzman, Inc., Chicago. Lower (l. to r.): Paul Rosenfeld, president, Sayer & Co., Inc., N. Y., Ira Marland, sales manager, casing department, John Morrell & Co., and Sami Svendsen, popular Chicago broker.

the fifteenth convention attended by Mr. Foster.

T. G. Strange, president, Carolina Packing Co., was again in attendance at the convention. Mr. Strange is recognized as having one of the most modern and progressive packing plants in the country.

Among lady "repeaters" at the packers' convention this year were Mrs. Paul Cornelius, Mrs. Walter Hammann, Mrs. Joe Mellon, Mrs. Carl Schwing, Mrs. F. E. Wernke, Mrs. Geo. Abraham, Mrs. Sam Abraham, Mrs. Dale E. Davies, Mrs. Wm. Michael, Mrs. E. B. Richards and Mrs. Robert Vissman.

Mr. and Mrs. Dillon Foss, Nichols Foss Packing Co., Bay City, Mich., and Mr. and Mrs. Carl S. Herrud, Herrud & Co., Grand Rapids, Mich., flew in to the convention together this year from Detroit, Mich.

Byron G. Benson, advertising manager, Rath Packing Co., Waterloo, Ia., managed to get away from his many duties to attend the convention. This

**THE BEST YOUR MONEY CAN BUY!**  
WHILE WAR-TIME RESTRICTIONS ARE IN EFFECT

**LIBERTY** BEEF SHROUDS  
offer the best buy at any price

**For immediate delivery**  
by the makers of the famous  
**TUFEDGE Beef Clothing**



*During War-Times, Specify:*

**LIBERTY** BEEF SHROUDS

**STOCK AND SPECIAL SIZES**  
**AVAILABLE**  
**IN BOTH 36" AND 40" WIDTHS**  
Send Today For Samples And  
Prices!

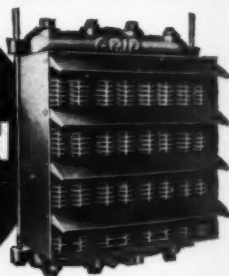
**THE CLEVELAND COTTON PRODUCTS CO.**

*Makers of the famous Tufedge Beef Clothing*  
**CLEVELAND, OHIO**

## IT'S STILL A *different* UNIT HEATER

Cast iron takes the place of aluminum for the heating sections, to cooperate with the war effort in using substitute materials—but it's still the ultimate in unit heater quality.

**NOW**  
made with  
**CAST IRON**  
Heating  
Sections



**T**HE new Grid is engineered along the same lines as the Grid Unit which had aluminum heating sections—dependable, long-life unit. A special design for performance. Patent applied for. No corrosion—no leaks or breakdowns... In this new Grid Unit there is only one type metal in contact with steam or hot water. There is nothing to cause electrolysis that produces corrosion. Engineered and constructed to withstand up to 250 lb. steam pressure. Write for new catalog and capacity tables.

**D. J. MURRAY MFG. CO., Wausau, Wisconsin**  
*Offices in Principal Cities*

**GRID**  
**UNIT HEATER**



## "General Grants"--- THEY'RE TOUGH, FAST AND HARD HITTERS!

Challenged by an aggressive enemy with years of war machine building experience, American engineers, in record time, designed, tested and built the famed "General Grant" tanks. Heavily gunned, tough and fast in the field, these steel monsters can out-fight, out-shoot and out-manuever anything the Axis powers have yet rolled out.

But it takes water to build tanks—water for the men who work in the plants—for those who produce the steel for those who operate and service them—and for millions of other people in the Service of Supply. Before plants could be built, armies trained and munitions made, there had to be an abundance of water. Upon the old, reliable and capable shoulders of the Layne Organization fell much of the task of producing that water. Layne swung into action and in record time, built deep well water systems by the hundreds, thus making possible unprecedented war and production programs.

Layne's reputation like that of the "General Grant" tanks, has been won on the field of action. Layne wells and pumps are doing an outstanding job—operating day and night, producing millions and millions of gallons of water for almost every phase of America's war effort. For late bulletins, wire or write LAYNE & BOWLER, INC., Memphis, Tenn.

# LAYNE PUMPS & WELL WATER SYSTEMS

*Affiliated Companies*

Layne-Arkansas Company.....Stuttgart, Ark.  
Layne-Atlantic Company.....Norfolk, Va.  
Layne-Bowler New England Corp., Boston, Mass.  
Layne-Central Company.....Memphis, Tenn.  
Layne-Northern Company.....Minneapolis, Minn.  
Layne-Louisiana Company.....Lake Charles, La.  
Layne-Well Company.....Monroe, La.  
Layne-New York Company.....New York City  
Layne-Northwest Company.....Milwaukee, Wis.  
Layne-Ohio Company.....Columbus, Ohio  
Layne-Texas Company.....Houston, Texas.  
Layne-Western Company.....Kansas City, Mo.  
Layne-Western Co. of Minn., Minneapolis, Minn.  
International Water Supply, Ltd., London, Ont.

WORLD'S LARGEST WATER DEVELOPERS

year is the start of the second half century that Rath has been in business.

Sidney Rabinowitz, mercurial president of the Colonial Provision Co., Boston, was again on hand with a fresh store of interesting stories and was constantly surrounded by a group of friends in the trade.

"Norm" Hofmann of the Hofmann Packing Co., Inc., Syracuse, attended the convention this year without his brother, who was missed greatly. "Norm," however, certainly had no trouble in finding old friends.

Mr. and Mrs. Max Trunz, Trunz Pork Stores, Brooklyn, N. Y., visited the convention after a lapse of several years.

Harry Lax, president of the F. C. Rogers Co., brokers, Philadelphia, missed the convention this year. This was the first time since 1920 that Harry had missed the big annual event.

VeNona Swartz, American Meat Institute, was so successful in preparing tasty samples of dehydrated meats for display at the dehydrated meat exhibit near the ballroom that she was kept busy replenishing samples.

Sales manager L. L. Lauck, and superintendent C. M. Lee were the advance guard of the Little Rock Packing Co. They stayed until Sunday night and then made way for their popular boss, Otto Finkbeiner.

Jack Stephens, genial vice president of the Krey Packing Co., was not on hand this year but sent salutations via the group representing the company.

Ike Duffey, well known livestock order buyer from Lagro, Ind., was kept busy conferring with customers and friends and stayed longer than he had planned.

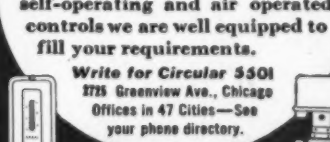
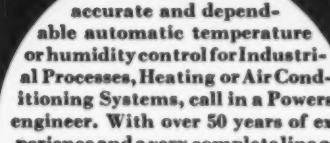
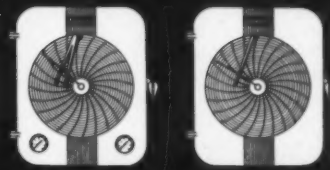
Charles Knight—remember him back in the prohibition days when he was president of the Louisville Provision Co. and maintained unusual hospitality rooms? He now writes that all is well down in Morristown, Tenn., where he is engaged in the livestock and stock yards supply business.

Fred Vogt, president, F. G. Vogt & Sons, Inc., by his quiet and pleasant manner makes conventions worth while and the time count. Mr. Vogt's favorite style of hat was with him again this year.

Harry Shulman, author, writer and designer of unusual types of stationery, and one of the main cogs in the activities of Hammond Standish Co., kept plenty busy taking in the meetings.

Roy Howland, Ned Dunnett, and Dick Rezanka, Miller & Hart, divided their time so that one could be on hand for all occasions.

One familiar figure around the Drake, and at the speakers' table at the banquet on Monday night, was Charles E. Herrick, past president of the Institute, now retired from the packing industry but active in the management of his 600-odd acre farm just north of Rockford, Ill. Charley was attending his 36th convention session; he was present at the first meeting when the original



When you want accurate and dependable automatic temperature or humidity control for Industrial Processes, Heating or Air Conditioning Systems, call in a Powers engineer. With over 50 years of experience and a very complete line of self-operating and air operated controls we are well equipped to fill your requirements.

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Offices in 47 Cities—See your phone directory.

THE  
POWERS REGULATOR CO.



American Meat Packers' Association was organized, with George L. McCarthy, business manager of THE NATIONAL PROVISIONER, serving as secretary. During the week previous to the convention he shipped in two loads of whiteface cattle and topped the market; he has about 275 hogs he is planning to ship in as early as he can.

Speaking of the war, Frank Boffey, formerly assistant buyer for Peter Eckrich & Sons in Chicago, looked rather nifty around the hotel Sunday night, sporting a set of sergeant's chevrons. Frank is now stationed at the Air Service School at the Stevens hotel, Chicago.

G. A. Althaus, popular vice president of Oscar Mayer & Co., was back in circulation this year; he spent the convention period last year taking an enforced rest in a nearby hospital. Just to show how good he feels now, he went out Saturday and won a golf trophy.

To those in the hide trade, a familiar face at the speakers' table on Monday night was Lewis B. Jackson, now serving the War Production Board as chief of the hide unit.

B. B. Balentine and brother W. Louis of the Balentine Packing Co., Greenville, S. C., had an agreeable surprise Saturday afternoon when they learned from THE DAILY MARKET SERVICE bulletin board that their old neighbor, Justice James F. Byrnes, had been appointed Director of Economic Stabilization.

Seated as usual at one of the Cudahy Packing Co. tables at the banquet Mon-



#### CLUB "TEE-PAK" AGAIN POPULAR

Again a bright spot among convention hospitality quarters was Club Tee-Pak. Here entertainment, refreshment and information needs were freely provided for by the Transparent Package Co., Chicago.

day night were W. R. English, former manager of the lard department, and R. Clarke Johnson, former manager of the smoked meats department, who retired in June, 1940.

Visiting around the hotel Saturday afternoon, and carrying himself in a manner that belied his more than 50 years spent with Armour and Company,

was George H. Dunlap, who retired this summer as head of the D. S. meats department. He has been taking a well earned rest at his home in Naperville.

Jack Corcoran, assistant in Armour and Company's S. P. meats department, was around, meeting personally for the first time some of the brokers who have been worrying him and Pete Larson,



### ON INSULATION PROTECTION

You never take a chance on insulation failure when you protect it with Angier Brownskin Vaporseal.

#### Resilient

Brownskin Vaporseal creped texture allows it to S-T-R-E-T-C-H and not rupture under building stress and strain and various climatic conditions.

#### Vaporproof—Waterproof

Brownskin Vaporseal is made of laminated heavy Kraft papers thoroughly impregnated with asphalt and inseparably bonded together with a continuous asphalt seal.

# BROWNSKIN VAPORSEAL

Strong, tough, non-deteriorating. Angier Brownskin Vaporseal is guaranteed for the life of the building.

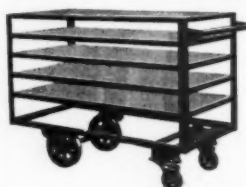
Write today  
for sample  
and full in-  
formation.  
Of course, no  
obligation.

## Angier Sales Corporation

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### SPEEDLINED SERVICE UNITS FOR

## Active Service



#### ForgeWeld — the Unbreakable Caster

Capacities: 3,600 lbs. per set to 8,000. Drop-forged 1/2" thick top plate with integral king pin. Over-size SAE 1045 steel axle with Hyatt bearing. Swivel ball bearing of twin circles in hardened raceways. (Brinell 230.)

Typical of a whole series of Service Trucks — Specially qualified for service in meat packing and similar plants. Easy to roll and steer over Service Frictionless Casters for loads up to 1,500 lbs. Arc-welded steel throughout except the Northern hard maple platform. Write for full descriptions.

Table Truck — One of 100 Custom Built Models by Service designers.

Broad experience in designing for many industries every type of unit rolling over Service running gear gives us unique ability to solve special problems—including yours. Tell your troubles to the Service man.



# SERVICE

Meat Handling Units

The Service Caster and Truck Co.,  
710 N. Brownwood Ave.,  
Albion, Mich. Eastern Fac-  
tory: 444-48 Somerville  
Ave., Somerville (Boston),  
Mass. Toronto, Canada:  
United Steel Corporation,  
Ltd., SCAT Co. Division.

## FLAVORING TROUBLE?

Investigate this All-Purpose Seasoning:

*Flavor-Master*

This is a blend most skillfully developed for the conservation of those spices restricted under spice conservation order M-127. Hundreds of sausage makers have found in Flavor-Master a genuine solution to their problems, and so may you. Constant supervision in our own laboratory is your guarantee of the purity and uniformity of this fine seasoning, just as it is of the fine quality of all Aromix products.

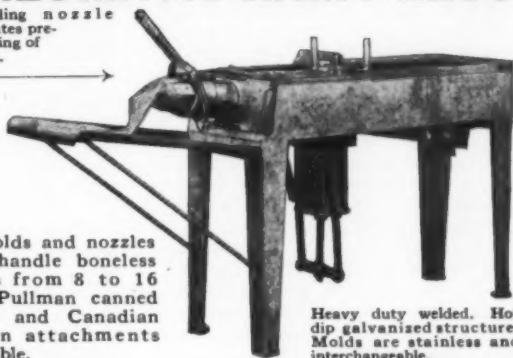
Write today for samples and full particulars.



612 WEST LAKE STREET • CHICAGO, ILLINOIS

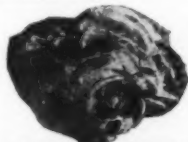
## Save on labor and give Sales Appeal to your hams with this PNEUMATIC HAM PRESS

Expanding nozzle eliminates pre-stretching of casings.



● Molds and nozzles will handle boneless hams from 8 to 16 lbs. Pullman canned hams and Canadian Bacon attachments available.

Heavy duty welded. Hot dip galvanized structure. Molds are stainless and interchangeable.



At left, BEFORE, and, right



AFTER!

**SHEET METAL ENGINEERING COMPANY**  
919 W. 49th PLACE CHICAGO, ILLINOIS



## TABASCO ALL-WELD WATER HEATERS

10 SIZES TO HEAT  
**130 to 700**  
GALLONS PER HOUR  
50° temperature rise

In stock ready for Immediate Shipment these steel water heaters are amply strong for the higher pressures from city mains. Economical with fuel... easy to fire... no upkeep. For 6" rule with scale for outside diameter of pipes, write Dept. 95B-X.

**KEWANE BOILER CORPORATION**  
KEWANE, ILLINOIS

## KOLD-HOLD

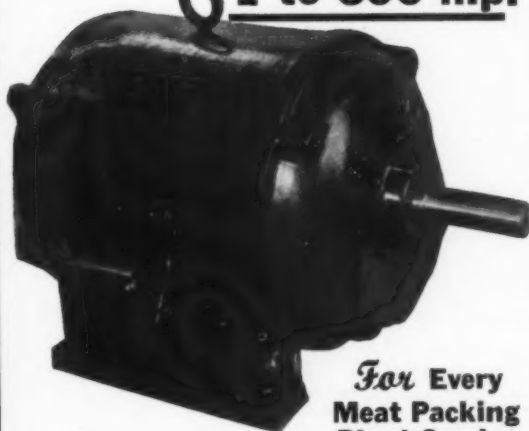
### TRUCK REFRIGERATION

Provides a Cooler-Room on Wheels—Eliminates Slime, Loss of Bloom, Trimming—Operates Economically; Less Than a Dime a Day—Assures Predetermined Body Temperatures—Lasts a Lifetime; Guaranteed 10 Years—Keeps Truck Bodies Clean, Sweet, Dry, Odorless—Permits Longer Runs—Increases Sales by Keeping Meat Clean, Cold, Hard—Requires Little Space; Is Light in Weight. Send Now for Complete Details.

**KOLD-HOLD MANUFACTURING CO.**  
429 North Grand Avenue Lansing, Michigan  
Chicago Office: 201 N. Wells New York Office: 1819 Broadway

## Continental Motors and Generators

**1 to 600 h.p.**



For Every Meat Packing Plant Service

**Continental Electric Co., Inc.**  
510 N. Dearborn St., Chicago, Illinois  
Factories: Newark, N. J. & Rockford, Illinois

# THE WELCOME SIGN WAS OUT

1.—Agar Pkg. & Prov. Corp. group. Front row (l. to r.): Earl Veneman, director of sales; John Agar, president, and Earle Morse. Rear row: M. Berkery, Geo. A. Behling, secretary, Geo. Englund and E. P. Burke.

2.—H. E. Staffel, Ready Foods Canning Corp., Chicago, entertains guests in his quarters. Left to right are E. E. Brice, Riverdale Products Co.; R. J. Gunderson, president, Roberts & Oake, Lewis Gerody, Geo. Hollenbach Co., Joseph Seeley, vice president, Roberts & Oake, Maynard Willard, Roy F. Norris, Murphy-Norris Co., H. E. Staffel, host, and Miss Jeanette Highfield of Ready Foods.

3.—Mike Lilienthal, The Lilienthal Co., Herman Goldberg, Premier Casing Co., Roy H. Monson, D. J. Gallagher, Inc., and Milt Goldberg, Premier Casing Co.

4.—Visitors in one of the broker's rooms. Front row (l. to r.): K. V. Smith and J. J. Tierney, Armour and Company, Chicago, Frank A. Hunter, jr., vice president, Hunter Packing Co., E. St. Louis, Wm. C. Rose, Rose Pkg. Co., Chicago, and Wm. C. Cole, Burnham-Morrill Co., Portland, Maine. Rear row: P. Thogerson, sales manager, Jacob E. Decker & Sons, Mason City, Ia.; Harry Hinzman, the Cudahy Pkg. Co., Chicago, and Geo. H. Dunlap, jr., Geo. H. Dunlap Jr. Co.

head of the department, for something to sell.

Late Sunday night, in Huyler's restaurant across from the Drake, two market reporters tried to get one of the brokers to swing a 25-cent coffee check for them, on the plea that they had lost their money. One of the broker's guests offered to handle it, being touched by their story, but the only thing the broker offered was advice not to break any dishes back in the kitchen. Times have changed.

Ralph Daigneau, Geo. A. Hormel & Co., was around looking for someone to tell him he looks ten years older; he claims he feels that way after being in Washington so much. Dapper Johnny Jones, with the usual flower in his buttonhole, left Sunday night for Austin so Ralph could stay here.

Frank A. Hunter, jr., Hunter Packing Co., and Harry Hinzman, Cudahy Packing Co., were popular visitors around the hotel; these boys were not really pushing them around—they were just frisking them to see if they had any pork to sell.

Late Sunday night, chrysanthemums began to appear mysteriously in all the lobby-haunters' coat lapels until it was discovered that Betty Tierney was decorating all her friends from the bouquet on the lobby table. Luckily the manager does not know how to find Jack Tierney out at the Yards.

Very late Monday night all was quiet in the lobby except for Ben Campton of Meat Packers, Inc., and Charley King of Southern California Meat Co., inquiring of George Elliott if they were



still within the city limits of Los Angeles, California.

L. E. Griffin of the P. G. Gray Co., Boston, was one of the really "old



# FOR VICTORY

# BUY WAR BONDS

**MONGOLIA**  
IMPORTING COMPANY, INC.

*Imported Sausage Casings  
Home of Famous "NOSTRIP"*

274 WATER STREET . . . — NEW YORK CITY

**IT'S SO! ... by "Mac the Meat Man"**

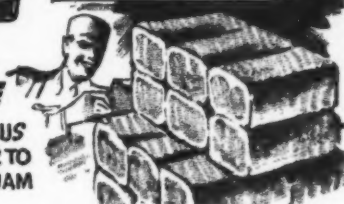


**4 OUNCES  
MAPLEINE SEASONS  
50 GALLONS PICKLE FOR  
CORNED BEEF ...**

4 OUNCES

**1 OUNCE  
MAPLEINE**

**GIVES A DELICIOUS  
NUTLIKE FLAVOR TO  
100 LBS. PRESSED HAM**



THE best booster for any product is its flavor. Meat men have found Mapleine helps them with their 1942 seasoning problems. Accents natural flavors, brings out spice flavors. Important, in these days! Write for 14 free, profit-making formulas. Plus free try-out bottle of Mapleine. Crescent Mfg. Co., 664 Dearborn, Seattle, Wash.

**MAPLEINE**  
Imitation Maple Flavor  
*Brings Out Natural Flavor of Meat*

*The*  
**BRECHT**

CORPORATION

**New York**

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Agencies in all Principal Markets of the World

**SHEEP CASINGS • HOG CASINGS • BEEF CASINGS**

**SMITH  
BRUBAKER  
& EGAN**

ARCHITECT AND ENGINEERS

30 NORTH LA SALLE ST., CHICAGO, ILLINOIS

*Serving*

**THE MEAT PACKING INDUSTRY**

**MONEY-SAVING NEWS FOR PACKING PLANTS**

**HOW TO SPEED YOUR CLEAN-UP WORK**

With increased output required, ALL meat processing and handling equipment must be cleaned on a FASTER schedule. Do this easily by using specialized, SAFE, quick-acting Oakite materials. Write today for FREE DIGEST giving time-saving tips, work-saving short cuts on 52 plant sanitation and maintenance jobs. OAKITE PRODUCTS, INC., 20A THAMES ST., N.Y.C. Representatives in All Principal Cities of the U. S.

**SAVE MONEY  
ON THESE JOBS  
CLEANING  
HAM BOILERS  
BACON HOOKS  
HOG TROLLEYS  
MEAT TRUCKS**

**OAKITE**



**CLEANING**



#### THE PAUSE THAT REFRESHES

William B. Durling (left), president, Wm. J. Stange Co., Chicago, plays host to Carl S. Herrud, vice president, Herrud & Co., Grand Rapids, Mich., and Mrs. Herrud at the Stange hospitality headquarters. Looks like an animated conversation in progress.

timers" at the convention. This was the thirty-third consecutive conclave attended by Mr. Griffin. He has spent 47 years in the brokerage business and has been in the meat business since 1882, when he started with Morris & Co. Mr. Griffin has been located in Boston for many years.

H. Adelman, president, Ham Boiler Corp., Port Chester, N. Y., was unable to attend the convention this year because of business matters.

"Carload" Harry Altman, president, Spicene Co. of America, Long Island City, N. Y., has a reputation of long standing as the best dressed man at the convention. He not only was kept busy greeting friends, but in answering questions and giving out information.

A. V. Cray, vice president, Continental Can Co., has many conventions to his credit. As usual, his knowledge and fine personality made him the center of many groups.

Jack Saunders, of Early & Moor, Inc., was missed by his many friends this year. Mr. Saunders is now serving with the armed forces of the U. S.

George Cusack, vice president in charge of sales of Pure Carbonic, Inc., was a welcome visitor.

Julius Lipton, president, Aromix Corp., was a very busy man at this year's convention. Greeting his many friends throughout the industry, he reported that considerable interest was shown in a new product especially developed in line with the spice conserva-

tion order called Flavor-Master. Assisting Mr. Lipton in meeting his company's many friends this year were his chief chemist, A. F. Zavodsky, and sales representative S. Ray Waite.

W. A. "Bill" Gebhardt, president of Advanced Engineering Corporation, Milwaukee, gave a good account of himself.

C. W. Riley of C. W. Riley, jr., Cincinnati, provision brokers, had made all necessary plans to attend this year's convention, but at the last minute his presence was in demand at Cincinnati.

Roy Steele, sales manager, E. I. du Pont de Nemours & Co., Inc., Wilmington, Del., who missed the convention in 1941, was a welcome visitor this year. He had a large group of his men with him and they were kept busy explaining the part that du Pont "Cellophane" is contributing to the war effort.

Paul Rosenfeld, president, Sayer & Co., Inc., welcomed the opportunity to talk to packers and friends and discuss the casing situation under present conditions. A. Schwam, also of Sayer, was kept busy between the convention floor and the Sayer hospitality headquarters.

R. E. "Bob" Miller, industrial sales manager of the York Ice Machinery Corp., attended the convention, but was suddenly called back to York due to the press of business. Don Smith, who was usually seen with Bob at past conventions, was missed this year.

H. Deutinger, president, Aula Co., Long Island City, manufacturers of

ACIDS AMMONIA BENZINE BLOOD  
ALCOHOL CHEMICALS  
ASPHALT BLEACH BRINE CHOCOLATE DRUGS  
DYES ETHER FUEL-OILS GALVANIZING  
FRUIT-JUICES FAT GLUCOSE  
GASOLINE GREASES ICE CREAM  
KEROSENE LIQUORS LACQUER  
LARD MOLASSES NAPI OILS PAINT  
PITCH ROAD-OILS SOUPS  
SYRUPS TAR

**FOR YOUR INFORMATION**  
**VIKINGS**  
**EFFICIENTLY PUMP**

Write for Bulletin 802-35

**VIKING Pump COMPANY**  
CEDAR FALLS, IOWA

**WATCH  
YOUR  
STEP!**

When workmen have to step carefully over and around broken, rutted, crumbling cement floors—then production suffers. Don't let a hole in the floor sabotage efficiency, speed and safety in your plant. Repair all holes, cracks and ruts quickly with Cleve-O-Cement. Nothing like Cleve-O-Cement—not an asphalt compound but entirely different in molecular structure. Dries hard as flint overnight. Stronger in 24 hours than ordinary cement in 28 days. Unaffected by freezing temperatures or moisture. Won't crack, crumble or dust. Slip-proof, non-porous, water-proof and resists lactic acids. Easily applied. Write for information.

**THE MIDLAND PAINT & VARNISH CO.**  
9119 RENO AVENUE, CLEVELAND, OHIO  
**CLEVE-O-CEMENT**

Aula brand curing compounds, spices and seasonings, again was on hand. Last year (his first year), he was so encouraged over the many packer and sausage manufacturer friends he met that he decided to attend regularly.

W. A. "Bill" Eyer, Sayer & Co., has the reputation of being the oldest man on the road calling on the trade. He was with Brecht for 30 years and has been with Sayer seven years. He has in this time covered practically all the United States. This was the thirtieth packer convention he has attended.

Lieut. Edward A. Tovrea, son of Phil Tovrea, president of the Tovrea Packing Co., Phoenix, Ariz., was shot down last August 19 in the Battle of Dieppe and taken prisoner by the Germans. His squadron received a card from him recently with a message to a fellow pilot, "You win the 20 bucks. Come and get it!" The lieutenants had agreed when they arrived in England that the first one shot down or captured would have to pay the other \$20.

The happy hunter, fisherman and able representative of the Cincinnati Butchers' Supply Co. in the northwest, Howard Wilson, was on hand and proudly told of his two sons in the air corps.

It was Grandpa John Dupps at this convention, jubilant over a boy born September 1 to his son's wife, Mrs. John A. Dupps. Hearty congratulations!

Leo Terry, popular organist whose music has been a feature at conventions for several years, was again on hand at

## HEADQUARTERS RECEPTIONISTS

A photo of the Ada Food Products Co. hospitality headquarters at this year's convention. Greeting the many visitors for the company were (l. to r.) Lawrence Pfaelzer, George Fischer, Charles A. Raynor and B. A. Geier. A novel display prepared by the company attracted considerable attention from visitors by calling attention to production of "Victory" sausage.



the exhibit hall and attracted many groups of interested listeners.

Irving Busse, hale and hearty, put in as much time as possible at the convention huddling with his friends and customers.

Marvin Fergestad, sales engineer, Pacific Lumber Co., one of the key men in the company and well known to the meat packing field, appeared at the convention this year on crutches. He suffered a fractured leg some time ago but is able to get about now.

Les Kilmarx, assistant general sales

manager, Pure Carbonic, Inc., attended his second convention this year.

Andrew Terry, vice president and treasurer of Mongolia Importing Co., was kept busy discussing the merits of "Nostrip."

It was a bitter disappointment to Henry Rottersman not to have had his Advance oven on display—particularly after building it for the occasion and shipping it to Chicago. The popular Advance dip tank was there, however, with detailed pictures of the well known oven and Mr. Rottersman to give the details.



## FULLERGRIP Ham Mould CLEANING BRUSH

FOR USE on single brush or commercial three-brush machines. A new design core that provides for refilling by your mechanic. Extra Fullergrit Refills may be stocked for quick application to the original Fuller cores. No need to buy extra cores. Fuller Brush Refills contain heavier pack of material, held in indestructible steel backing. Will outwear ordinary brushes four to seven times.

Also try our complete line of Floor Brushes,  
Mops, Dusters and the famous Fuller Fiber Broom.

**The FULLER BRUSH Company**  
Industrial Division, Dept. 8C  
3596 MAIN STREET - HARTFORD, CONN.

## THOMAS PLATFORM TRUCKS

One of many  
trucks for  
the packing  
industry



Model 360

Heavy, rigid platform trucks made in a size and capacity for every food handling need. Strong angle steel frame welded into a one-piece unit with running gear supports. Smooth hardwood boards laid flush inside angle frame.

## Thomas One-Man Barrel Trucks

Handles any barrel up to 1000 pounds, regardless of blige size. Easy to load and unload, it's done automatically without trucker touching barrel!



**THOMAS TRUCK and CASTER CO.**

Keokuk, Iowa



# Specific Maximums are Set For Tankage, Scraps, Blood

**G**UARANTEED minimum percentages of protein for meat scraps and digester tankage have been established, the Office of Price Administration announced this week, in order to prevent diversion of such supplies from their normal channels of distribution through the recent tendency of some producers to make sales on a basis of "mill-run" protein content.

These guaranteed minimum levels of protein, now formalized in Amendment No. 2 to Maximum Price Regulation No. 74 as amended, effective October 16, 1942, are 45, 50, 55, 60 and 65 per cent; for digester tankage 50, 55 and 60 per cent. These were the customary trade standards until the recent evasive practice, which caused considerable confusion among buyers of these products and which, if continued, would have resulted in a lowering of the quality of the product.

No premium is allowed for protein content in excess of the guaranteed minimum content. A penalty of \$1.50 is provided if the product is less than 1 per cent lower in protein content than the guaranteed minimum and \$3 per ton for each 1 per cent or fraction of 1 per

cent below the guaranteed minimum if the product shows a deficiency of more than 1 per cent protein. This move, says OPA, will be instrumental in keeping products within their normal channels of distribution. If guaranteeing minimum protein content on one of the percentages named works substantial hardship on any manufacturer, he may submit the facts in writing to the Feed Grain Section of OPA, Washington, D. C., requesting permission to guarantee a different minimum protein content. If, upon investigation, his request is found justified, OPA will grant that permission.

Other features of the amendment:

(1) Specific dollars and cents maximum prices on dried blood, blood meal and blood flour are now included in the animal product feedingstuffs regulation. Previously they were covered by the General Maximum Price Regulation. Maximums for blood meal and blood flour are \$7.50 per ton more than the maximum zone price per ton of dried blood of the same grade, or the normal historical difference.

(2) Sellers now must maintain their March 1942 differentials for different

kinds of purchasers or for different quantities or under different conditions.

(3) All retail sales of these feedingstuffs now are placed under control of the General Maximum Price Regulation and fat content of wet and dry rendered tankage is limited to a maximum of 15 per cent.

Anything over 15 per cent fat content is price controlled by Amendment No. 2 to Supplementary Regulation No. 14 to the General Maximum Price Regulation. The important provisions of the amendment include:

Maximum prices for sales of the following classifications of animal product feedingstuffs, bulk, less than carload lots f. o. b. conveyance at production plant located in the following zones:

(1) *Maximum prices for sales of dry rendered tankage and meat scraps, for following zones, are shown in table on page 213.*

Zone 1: California, Washington and Oregon.

Zone 2: Idaho, Nevada, Utah, Montana, Wyoming and Arizona.

Zone 3: North Dakota, South Dakota, Nebraska, Kansas, Minnesota, Iowa and Buchanan County, Missouri.

Zone 4: Michigan, Wisconsin, Illinois, Indiana, Ohio, Missouri (except Buchanan County), Kentucky, Oklahoma, Arkansas, Louisiana, Texas, Colorado and New Mexico.

Zone 5: Tennessee, Alabama, Florida, Georgia, Mississippi, South Carolina.

## Oppenheimer Casing Co.

*Importers* **SAUSAGE CASINGS** *Exporters*

**CHICAGO, U. S. A.**

CHICAGO  
WELLINGTON

NEW YORK  
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SAN FRANCISCO  
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## ADELMANN HAM BOILERS

Assure perfect shape and appearance plus minimum shrinkage, ease of cleaning, quick operation, even spring pressure and long life. Because of priorities on aluminum, now available in Tinned Steel and Nirosta (Stainless) Steel only, in a few selected sizes. Ask for particulars today.

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Available in  
Northeastern Territory only

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11 WEST 42nd ST., NEW YORK, N. Y.

**Zone 6:** West Virginia, western 25 counties of Pennsylvania including all counties west of the eastern borders of the following counties: Potter, Cameron, Clearfield, Cambria, and Somerset; and western ten counties of New York including all counties west of the eastern borders of the following counties: Monroe, Livingston and Allegheny.

**Zone 7:** Those portions of New York and Pennsylvania not included in zone 6, New Jersey, Delaware, Maryland, Virginia, North Carolina and the District of Columbia.

per ton for dry rendered tankage, wet rendered tankage and dried blood, multiply the percentage of protein (in the case of dry rendered tankage) or ammonia (in the case of wet rendered tankage and dried blood) by the zone price per unit of protein or per unit of ammonia. There shall be no increase in maximum prices for bone phosphate of lime content. There shall be no rounding of maximum prices.

*Maximum prices for sales of blood meal and blood flour* are \$7.50 per ton more than the maximum zone price

ness, shall buy or offer to buy meat scraps or digester tankage except on the basis of the following guaranteed minimum percentages of protein:

For meat scraps—45%, 50%, 55%, 60% and 65%.

For dig. tankage—50%, 55% and 60%.

If, however, the actual analysis differs from the guaranteed minimum percentage of protein then:

(a) If above the guaranteed minimum percentage of protein, no increase in maximum prices is permitted.

(b) If one per cent or less below the guaranteed minimum percentage of protein, deduct \$1.50 per ton from the selling price.

(c) If more than one per cent below the guaranteed minimum percentage of protein, deduct \$3.00 per ton from the selling price for every per cent or fraction thereof.

Every seller (packer, renderer, jobber, or wholesaler) making sales for which maximum prices are established by this Maximum Price Regulation No. 74 as amended, must file with the Feed and Grain Unit of the Office of Price Administration, Washington, D. C., on or before November 1, a complete list of his customary trade differentials prevailing during March 1942. If he had no customary trade differentials prevailing during March 1942, he shall so state.

To determine maximum prices in sell-

**TABLE OF ZONE MAXIMUMS; SEE (1) ON PAGE 212.**

	Dry rendered tankage dollars per unit of protein	Meat scraps dollars per ton guaranteed minimum percentage of protein				
		45%	50%	55%	60%	65%
Zone 1 .....	\$1.01	\$52.95	\$58.00	\$63.05	\$68.10	\$73.15
Zone 2 .....	1.00	56.55	62.00	67.45	72.90	78.35
Zone 3 .....	1.25	63.75	70.00	76.25	82.50	88.75
Zone 4 .....	1.21	61.95	68.00	74.05	80.10	86.15
Zone 5 .....	1.17	60.15	66.00	71.85	77.70	83.55
Zone 6 .....	1.15	59.25	65.00	70.75	76.50	82.25
Zone 7 .....	1.09	56.55	62.00	67.45	72.90	78.35
Zone 8 .....	1.11	57.45	63.00	68.55	74.10	79.65

**(2) MAXIMUM PRICES FOR SALES OF WET RENDERED TANKAGE, DRIED BLOOD AND DIGESTER TANKAGE**

	Wet rendered tankage dollars per unit of ammonia	Dried blood dollars per unit of ammonia	Digester tankage dollars per ton guaranteed minimum percentage of protein		
			50%	55%	60%
Zone 1 .....	\$5.10	\$4.95	\$56.10	\$61.06	\$66.02
Zone 2 .....	5.53	5.38	60.28	65.06	71.04
Zone 3 .....	5.10	4.95	56.10	61.06	66.02

**Zone 8:** Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

per ton of dried blood of the same grade.

Except with official permission, no person shall sell or offer to sell and no person in the course of trade or busi-

(3) To determine the maximum prices

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*Also manufacturers of RED DEVIL OVENS*



**MOUND TOOL COMPANY**

7th & Hickory Sts. - St. Louis, Missouri

While the Mound Tool Company is now primarily engaged in serving the war effort of our country, we want to do everything possible to help our customers and friends in the meat industry. We hope you will call on us whenever we can be of service.

**C. V. FRANKLYN**  
President

er's bags or other containers add cost of bags or other containers used at replacement cost at production point of the animal product feedingstuffs to the applicable maximum price, but in no event may more than \$3.50 per ton be added to cover cost of bags or other containers.

To determine a maximum price in buyer's bags or other containers, add 50 cents per ton to the applicable maximum bulk price.

To determine maximum delivered prices add the seller's transportation costs as defined in § 1363.60 (a) (7) to the applicable maximum prices.

### FSCC PURCHASES

Purchases by the FSCC, announced this week, consisted of 79,140 lbs. canned pork products; 141,540 lbs. smoked picnics; 58,000 lbs. dry sausage, purchased on Oct. 3rd; 640,288 lbs. boneless beef, bought on Oct. 7th; 521,000 lbs. cured pork products; 785,000 lbs. frozen pork loins; 111,500 lbs. frozen beef kidneys; 115,000 lbs. frozen pork kidneys; 70,000 lbs. frozen pork livers; 16,141,475 lbs. canned pork meat; 680,064 lbs. lard; 530,000 lbs. edible tallow; 106,255 bundles, 100-yards each, hog casings, bought on Oct. 8th; and 40,000 pounds of D. S. pigs feet, which were purchased on October 9.

## MEAT RESTRICTION ORDER AMENDED

The Office of Price Administration this week issued Amendment 1 to Restriction Order 1 (meats). The text of the amendment follows:

The references in §§ 1407.908 (a) and 1407.913 (a) to "§§ 1407.905 and 1407.906" are amended to read "§§ 1407.906 and 1407.907"; the reference in § 1407.912 (h) (5) to "§ 1407.910" is amended to read "§ 1407.913"; the reference in § 1407.912 (i) to "(f)" is amended to read "(h)"; the word "live" is inserted in § 1407.913 (a) between the word "average" and the words "purchase weight of the total number"; the words "live purchase weight" are inserted in § 1407.913 (a) between the word "average" and the word "falls"; the words "average live" were deleted from the title of the weight range table in § 1407.913 (a); the registration date specified in § 1407.914 (a) is amended to read "November 15, 1942"; the word "exemption" in the title of § 1407.917 is amended to read "exception"; the references in §§ 1407.918 and 1407.919 to "§ 1407.912 (b)" are amended to read "§ 1407.912"; § 1407.913 (b) is amended to read as follows; and a new § 1407.925 is added to read as set forth below (see next column).

### § 1407.913 Conversion weight factors. (b).

Type of controlled meat	Description of product	Conversion factor (multiplier)
Beef.....	Dressed carcasses and cuts, bone in, fresh (chilled) or frozen.	1.00
	Boned beef and trimmings, fresh (chilled) or frozen.	1.33
	Cured other than dried....	1.00
	Dried (including smoked)...	2.00
Veal.....	Dressed carcasses hide off, and cuts, bone in, fresh (chilled) or frozen.	1.00
	Dressed carcasses hide on, fresh (chilled) or frozen.	.90
	Bone, fresh (chilled) or frozen.	1.33
Lamb and mutton.	Dressed carcasses pluck out, and cuts, bone in, fresh (chilled) or frozen.	1.00
	Dressed carcasses pluck in, fresh (chilled) or frozen.	.90
	Boned, fresh (chilled) or frozen.	1.33
Pork.....	Dressed carcasses (with cutting fat on), fresh (chilled) or frozen.	.90
	Bone in	
	Bone out	
	Cuts:	
	Fresh (chilled) .....	1.00
	Cured .....	1.10
	Smoked .....	1.10
	Cooked .....	1.20
	Trimming:	
	Fresh (chilled) or frozen....	1.10

§ 1407.925 Effective dates of amendments. (a) Amendment No. 1 (§§ 1407.908 (a), 1407.912 (h) (5) and (i), 1407.913 (a) and (b), 1407.914 (a), 1407.917, 1407.918, and 1407.919) to Restriction Order No. 1 shall be effective as of October 1, 1942.

Watch Classified page for good men.



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Affiliated Plants: Detroit Refrigerating Co., Detroit  
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Tientsin  
Istanbul



# MARKET SUMMARY

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## Hogs and Pork

### HOGS

Chicago hog market this week: Losses of 65c to 80c on all weights.

	Thurs.	Week ago
Chicago, top .....	\$15.05	\$15.75
4 day avg. ....	15.00	15.35
Kan. City, top. ....	14.60	15.15
Omaha, top .....	14.50	15.25
St. Louis, top. ....	15.00	15.65
Corn Belt, top. ....	14.55	15.00
Buffalo, top .....	15.65	16.00
Pittsburgh, top .....	15.10	15.65

Receipts—20 markets

4 days .....	325,000	285,000
--------------	---------	---------

Slaughter—

27 points* .....	568,575	617,050
------------------	---------	---------

Cut-out .....	180-	220-	240-
results .....	220 lb.	240 lb.	270 lb.

This week .... —1.13 —1.31 —1.78

Last week .... —1.57 —1.87 —2.33

### PORK

Chicago carlot pork:

Green hams,

all wts. .... 24% @ 25% 24% @ 25%

Loins, all wts. .... 23 @ 28 1/2 23 @ 28 1/2

Bellies, all wts. .... 15% @ 16 15% @ 16

Picnics,

all wts. .... 23 1/2 @ 23% 23 1/2 @ 23%

Reg. trim'ngs. .... 22 1/2 @ 24 22 1/2 @ 24

New York:

Loins, all wts. .... 26 @ 34 26 @ 34

Butts, all wts. .... 30 @ 34 30 @ 34

Boston:

Loins, all wts. .... 26 @ 31 26 @ 31

Philadelphia:

Loins, all wts. .... 26 @ 31 26 @ 31

Lard—Cash ..... 13.80b | 12.90b |

Loose ..... 12.80b | 11.90b |

Leaf ..... 12.40n | 12.40n |

\*Week ended October 10.

## Cattle and Beef

### CATTLE

Chicago cattle market this week: Steers and yearlings 25c to 40c higher. Heifers 25c up. Cows 25c to 50c higher, and bulls firm.

	Thurs.	Week ago
Chicago steer, top. ....	\$17.00	\$17.00
4 day avg. ....	15.25	15.10
Kan. City, top. ....	15.50	14.65
Omaha, top .....	15.65	15.20
St. Louis, top. ....	16.00	14.50
St. Joseph, top. ....	14.50	15.00
Bologna bull, top. ....	12.40	12.40
Cutter cow, top. ....	9.00	9.00
Canner cow, top. ....	8.00	7.75

Receipts—20 markets

4 days .....	299,000	320,000
--------------	---------	---------

Slaughter—

27 points* .....	196,994	192,020
------------------	---------	---------

### BEEF

Steer carcass, good 700-800 lbs.

Chicago .. \$19.00 @ 20.50 \$19.00 @ 20.50

Boston ... 20.00 @ 22.00 20.00 @ 22.00

Phila. .... 20.00 @ 22.00 20.00 @ 22.00

New York. 20.00 @ 22.50 20.00 @ 24.50

Dr. canners, Northern

350 lbs. up. .... 14 1/4 @ 16 1/2 14 1/4 @ 16 1/2

Cutters,

400 @ 450 lbs. .... 15 1/4 @ 16 1/2 15 1/4 @ 16 1/2

Cutters,

450 lbs. up. .... 15 1/4 15 1/4

Bologna bulls,

600 lbs. up. .... 15 1/4 15 1/4

\*Week ended October 10.

Chicago prices used in compilations unless otherwise specified.

### STORAGE STOCKS

October 1 (lbs.)

Pork ..... 268,781,000 |

Lard ..... 54,547,000 |

All meats ..... 555,128,000 |

## By-Products

### HIDES

	Thurs.	Week ago
Chicago hide market quiet.		
Native cows .....	.15 1/2	.15 1/2
Kipskins .....	.20	.20
Calfskins .....	.25 1/4	.25 1/4
Shearlings .....	2.15	2.15

### TALLOW, GREASES, ETC.

New York tallow strong.

Extra ..... 8.62 1/2 | 8.62 1/2 |

Chicago tallow active.

Prime ..... 8.62 1/2 | 8.62 1/2 |

Chicago greases stronger.

A-White ..... 8.75 | 8.75 |

New York greases steady.

A-White ..... 8.75 | 8.75 |

Chicago by-products:

Cracklings ..... 1.21 | 1.21 |

Tankage, unit pro. .... 1.07 1/2 1.07 1/2

Blood ..... 5.38 | 5.85 |

Digester tankage

60% ..... 71.00 | 71.00 |

Cottonseed oil,

Valley ..... .12% n | .12% n |

### BUSINESS INDICATORS

Wholesale Prices (1926=100)

Oct. 3 Oct. 4

1942 1941

All commodities ..... 99.7 | 91.6 |

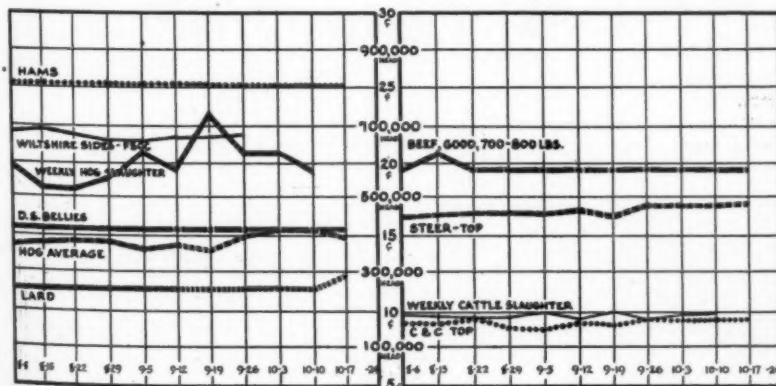
Food ..... 103.0 | 89.7 |

Employment (1923-25=100)

July July

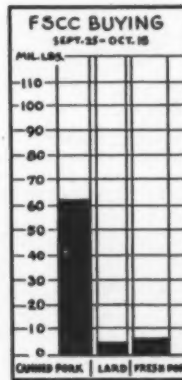
1942 1941

Meat packing ..... 150.7 | 123.1 |



### PRICES, KILL AND FSOC BUYING

Curves in the first column chart show trends of wholesale pork and hog prices and hog kill. Second column curves show price trends for steers and canner and cutter cows, good beef and weekly cattle slaughter at 27 market points.



## Oct. 1 Pork Holdings To New Low for Date

The huge slaughter of hogs during September was not sufficient to care for demand and packers were again forced to draw on storage stocks. As a result, cold storage holdings of pork on October 1 were at the lowest point on record for the date. However, total meat holdings were heavier than a month earlier and above the five-year average because of liberal holdings of beef, lamb and miscellaneous meats.

Pork holdings declined to 268,781,000 lbs. compared with holdings of 336,634,000 lbs. a month earlier and a five-year average of 371,362,000 lbs. It was the smallest October 1 total ever recorded. On the other hand, beef holdings rose to slightly more than 95 million lbs., largest for any month since 1919, when beef stocks were far above present holdings. A month earlier, beef stocks amounted to 83.3 million lbs. while the five-year average is 73.4 million lbs.

All meat in storage totaled 555,128,000 lbs. on the first of this month, compared with 521,272,000 lbs. a month earlier and a five-year average of 512,402,000 lbs.

After having been near all-time high levels a year ago, lard stocks dropped to within a narrow margin of the lightest on record for October 1. Holdings of 54,547,000 lbs. compared with 214,299,000 lbs. a year ago and the five-year average of 139,001,000 lbs.

Lamb and mutton holdings at 11,267,000 lbs. were second largest on record for the month.

	Oct. 1, '42 lbs.	Sept. 1, '42 lbs.	5-yr. av. lbs.
Beef, frozen .....	83,271,000	69,211,000	32,334,000
In cure .....	8,645,000	10,394,000	8,603,000
Cured .....	3,266,000	3,683,000	3,458,000
Pork, frozen .....	67,848,000	94,584,000	73,911,000
D.S. in cure .....	32,933,000	44,395,000	34,768,000
D.S. cured .....	41,088,000	53,311,000	29,526,000
S.P. in cure .....	82,094,000	87,428,000	112,607,000
S.P. cured .....	45,148,000	58,616,000	61,302,000
Lamb & mut., froz. ....	11,267,000	7,602,000	2,935,000
Froz. & cured trmgs., etc. ....	79,898,000	93,748,000	55,432,000
Lard .....	54,547,000	75,840,000	139,001,000
Rendered pork fat .....	7,714,000	9,434,000	.....

FSCC and SMA report that they hold 3,558,000 lbs. of lard and rendered pork fat, and 38,907,000 lbs. of cured pork in cold storage warehouses outside processors' plants. These amounts are included in total stocks.

## FIVE NEW QMC CENTERS

Five new market centers for purchase of perishable food for posts, camps and cantonments in continental United States, have been established by the Quartermaster Corps, the War Department announced this week. They are located in Spokane, Wash.; Salt Lake City, Utah; Phoenix, Ariz.; Harlingen, Tex.; and Philadelphia, Pennsylvania.

The Army's market center program, embodying the principles of mass procurement and distribution of fresh frozen and cured meat and other perishables has been in operation under the Quartermaster General for approximately 18 months. There are now 33 market centers serving Army requirements of perishables. These buying offices have been established in locations which enable them to serve most effectively the various Army establishments. The centers cover the most productive markets, including the large producing areas in the various sections of the country.

Officers in charge of the new centers reported for duty October 1 with the idea of establishing buying offices in their designated localities at the earliest possible moment. The officers and their assignments are as follows: Spokane, Lt. R. E. Mernough; Salt Lake City, Lt. M. H. Simonson; Phoenix, Capt. N. F. Hunnewell; Harlingen, Lt. G. V. Egan, and Philadelphia; Major J. W. Nichols.

## PREPARE AMENDMENT TO RESTRICTION ORDER

WASHINGTON (NP Special). — Amendment to meat restriction order is being prepared which will require slaughterer who purchases from another slaughterer to keep record of those purchases instead of seller keeping the records. This is a packer-suggested amendment. Release of pork ceiling may be held up by new rule requiring 72-hour wait after order is ready before it is released to allow time for getting order to field offices.

## Canned Ham and Eggs in New "5-in-1" Ration

"I could slap the Japs or hammer the Heinies a whole lot harder if I only had a dish of American-cooked ham and eggs once in a while."

Many a soldier on combat duty has expressed this wish, says the War Department, but it hasn't been easy to grant in the thick of furious fighting where regular messing facilities rarely are available and fresh meat and eggs are out of the question. Now, for the first time in any war, American troops in the front lines are being provided with their favorite dish.

It is all the result of a Quartermaster Corps research program that has resulted in development of new condensed and concentrated foods that can be readily prepared at the front. These foods have been combined in what is known as the "5-in-1" ration, designed especially for units of motorized and mechanized forces subjected to enemy fire. Consisting mainly of canned and dehydrated foods, the ration includes 3 full meals for 5 men for one day and it is carried right along with offense operations.

No special cooking ability is required to prepare a tasty repast from any of the canned "dinners" and it requires only a few minutes. For example, in the case of the ham and eggs, the soldier has only to open a can, light a fire and place can and contents (pre-cooked ham and eggs, finely ground), on it. His ham and scrambled eggs are soon ready and they taste like the fresh variety.

Three separate daily menus, each containing approximately 4,000 calories, and well balanced as to nutritional requirements, have been worked out by Quartermaster Corps authorities for the "5-in-1" ration. They are designated as Menus Number 1, 2 and 3 and contain the following food combinations:

The menus include the following meat foods: *Breakfast*, canned ham and eggs, canned sliced bacon and canned sausage with egg powder; *dinner*, creamed corned beef, canned roast beef and beef stew; *supper*, meat and vegetable stew and canned spaghetti and meat balls.

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TASTY  
WHOLE SOME**

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"SELTZER BRAND"  
LEBANON BOLOGNA**

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Years of satisfactory service to the Packer.

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# CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

## CASH PRICES

Carlot trading loose, basis, f.o.b. Chicago or Chicago basis, Thurs., Oct. 15, 1942

REGULAR HAMS		
	Green	18.50
8-10	25 1/2	26
10-12	25 1/2	26
12-14	25 1/2	25 1/2
14-16	24 1/2	25
10-16 range	24 1/2	25

BOILING HAMS		
	Green	18.50
16-18	24	25
20-22	23 1/2 @ 24	24 1/2
16-20 range	23 1/2 @ 24	24 1/2

SKINNED HAMS		
	Fresh & Fr. Frzn.	18.50
10-12	28	28 1/2
12-14	27	27 1/2
14-16	26 @ 26 1/2	26 1/2
16-18	25 @ 26 1/2	26 1/2
18-20	25 1/2 @ 26	26
20-22	25 1/2 @ 26	26
22-24	25 1/2 @ 26	25 1/2
24-26	25 1/2 @ 26	25 1/2
25-30	25 1/2 @ 26	25 1/2
25/up, 2's inc.	25 1/2 @ 26	25 1/2

PICNICS		
	Green	18.50
4-6	23 1/2	24 1/2
6-8	23 1/2 @ 24	23 1/2
8-10	23 1/2 @ 24	23 1/2
10-12	23 1/2 @ 24	23 1/2
12-14	23 1/2 @ 24	23 1/2
8/up, 2's inc.	23 1/2 @ 24	23 1/2
Short shank, 1/2 c over.		

BELLIES		
	(Square Cut Seedless)	
	Green	18.50
6-8	19 1/2	20 1/2
8-10	19 1/2	20 1/2
10-12	19 1/2 @ 19 1/2	20 1/2
12-14	17 1/2	18 1/2
14-16	17 1/2	18 1/2
16-18	17 1/2	18 1/2

Quotations represent No. 1 new cure.

GREEN AMERICAN BELLIES		
18-20	16 1/2	16 1/2
20-22	15 1/2 @ 16	16 1/2

D. S. BELLIES		
	Clear	Rib
18-20	15 1/2 @ 17	15 1/2 @ 17
20-22	15 1/2 @ 17	15 1/2 @ 17
22-24	15 1/2 @ 17	15 1/2 @ 17
24-26	15 1/2 @ 16 1/2	15 1/2 @ 16 1/2
26-28	15 1/2 @ 16 1/2	15 1/2 @ 16 1/2
28-30	15 1/2 @ 16	15 1/2 @ 16

D. S. FAT BACKS		
6-8	11 1/2	11 1/2
8-10	12	12
10-12	12 @ 12 1/2	12
12-14	12 @ 12 1/2	12
14-16	12 1/2 @ 12 1/2	12 1/2
16-18	12 1/2 @ 12 1/2	12 1/2
18-20	12 1/2 @ 12 1/2	12 1/2
20-22	12 1/2 @ 12 1/2	12 1/2

OTHER D. S. MEATS		
Regular plates	6-8	12n
Clear plates	4-6	10 @ 10 1/2
D. S. jowl butts	10	10 1/2 @ 11
S. F. jowls	10 1/2	11
Green square jowls	11 1/2 @ 13	13
Green rough jowls	10	12
Green skid jowls L.C.I.	13	14

## WEEK'S LARD PRICES

Prices of cash, loose and leaf lard on the Chicago Board of Trade:

	Cash	Loose	Leaf
Saturday, Oct. 10	12.90b	11.90b	12.40n
Monday, Oct. 12	Holiday		
Tuesday, Oct. 13	13.80b	12.80b	12.40b
Wednesday, Oct. 14	13.80b	12.80b	12.40b
Thursday, Oct. 15	13.80b	12.80b	12.40b
Friday, Oct. 16	13.80b	12.80b	12.40n

## Packers' Wholesale Prices

Refined lard, tierces, f.o.b. Chicago	13 1/2
Kettle rend., tierces, f.o.b. Chicago	14 1/2
Leaf, kettle rend., tierces, f.o.b. Chicago	14 1/2
Neutral, tierces, f.o.b. Chicago	13 1/2
Shortening, tierces, c.a.f.	16 1/2

## FUTURE PRICES

FRIDAY, OCTOBER 9, 1942

LARD:	Open	High	Low	Close
*Oct. ....	.....	.....	.....	12.90b
*Dec. ....	.....	.....	.....	12.90b
*Jan. ....	.....	.....	.....	12.90b
No sales.				
Open interest: Oct. 4; Dec. 18; total, 22 lots.				

SATURDAY, OCTOBER 10, 1942

LARD:	Open	High	Low	Close
*Oct. ....	.....	.....	.....	12.90b
*Dec. ....	.....	.....	.....	12.90b
*Jan. ....	.....	.....	.....	12.90b
No sales.				
Open interest: Oct. 4; Dec. 18; total, 22 lots.				

MONDAY, OCTOBER 12, 1942

Holiday.

TUESDAY, OCTOBER 13, 1942

LARD:	Open	High	Low	Close
*Oct. ....	13.80	.....	.....	13.80b
*Dec. ....	13.80	.....	.....	13.80b
*Jan. ....	13.70	13.80	13.70	13.80b
Sales: Dec. 4; Jan. 1; total, 5 sales.				
Open interest: Oct. 10; Dec. 15; Jan. 1; total, 26 lots.				

WEDNESDAY, OCTOBER 14, 1942

LARD:	Open	High	Low	Close
*Oct. ....	13.80	.....	.....	13.80
*Dec. ....	.....	.....	.....	13.80b
*Jan. ....	.....	.....	.....	13.80n
Sales: Oct. 2.				
Open interest: Oct. 12; Dec. 15; Jan. 1; total, 28 lots.				

THURSDAY, OCTOBER 15, 1942

LARD:	Open	High	Low	Close
*Oct. ....	13.80	.....	.....	13.80b
*Dec. ....	.....	.....	.....	13.80b
*Jan. ....	.....	.....	.....	13.80b
Sales: Oct. 1.				
Open interest: Oct. 5; Dec. 15; Jan. 1; total, 21 lots.				

FRIDAY, OCTOBER 16, 1942

LARD:	Open	High	Low	Close
*Oct. ....	.....	.....	.....	13.80b
*Dec. ....	.....	.....	.....	13.80n
*Jan. ....	.....	.....	.....	13.80n

## Canada-Britain Pork Pact Renewed at New Quotation

MONTREAL.—Canada will ship 675 million lbs. of bacon and pork products to Britain during the next year at a price 10 per cent higher than the price paid under the expiring 600 million-lb. contract for 1941-42, Agricultural Minister Gardiner announced. At the same time he forecast a 10 per cent advance in hog prices in Canada.

The present contract will be completed in a few weeks. With the co-operation of the public, which has been asked to postpone pork purchases for the next five weeks, officials believe the stipulated amount will be met in full.

The average price of A grade Wiltshire sides at seaboard under the 1941-42 agreement is \$19.77 for 100 lbs. and under the new agreement, \$21.75. Although the old agreement has about five weeks to run, hog prices will be increased beginning October 5, with the Canadian Bacon Board making up the difference until the old agreement expires from cash reserves it has built up in handling the bacon export trade during the past.

## CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended October 10, 1942 compared with the previous week and the corresponding week of a year ago:

	Week Oct. 10	Previous week	Same week '41
Cured meats, lbs.	37,709,000	44,686,000	23,574,000
Fresh meats, lbs.	48,986,000	54,618,000	63,082,000
Lard, lbs.	6,073,000	5,671,000	11,623,000

Buy War Bonds and Stamps.

## CUT-OUT TEST BETTER AS HOG PRICES DECLINE

(Chicago costs and prices, first four days of week.)

A sharp break in live hog costs this week made for reduced losses in the hog cut-out test, as compared with last week's figures. However, all weights continued to show losses of more than \$1 per cwt., with the \$1.78 loss on heavy weights the greatest. The loss on all weights of hogs has been \$1 per cwt. or more, with few exceptions, for many months.

180-220 lbs.				220-240 lbs.				240-270 lbs.			
Pct. live wt.	Price per lb.	Value per cwt. alive		Pct. live wt.	Price per lb.	Value per cwt. alive		Pct. live wt.	Price per lb.	Value per cwt. alive	
Regular hams	13.90	24.8	\$3.45	13.90	24.1	\$3.35	13.70	23.6	\$3.23		
Picnics	5.60	23.5	1.82	5.30	23.5	1.29	5.40	23.5	1.27		
Boston butts	4.00	29.3	1.17	4.10	29.3	1.20	4.00	29.3	1.17		
Loins (blade in)	9.80	26.8	2.63	9.60	26.1	2.51	9.60	25.0	2.40		
Bellies, S. P.	11.00	19.2	2.11	9.70	19.1	1.85	7.90	17.0	1.29		
Bellies, D. S.	.....	.....	.....	2.60	15.4	.31	4.00	15.4	.62		
Fat backs	1.00	10.6	.11	3.00	10.6	.32	4.20	11.1	.47		
Plates and jowls	2.60	10.5	.27	2.80	11.0	.31	3.30	11.2	.37		
Raw leaf	2.10	12.6	.25	2.10	12.0	.25	2.00	12.0	.24		
P. S. lard, rend. wt.	12.40	12.8	1.50	11.40	12.8	1.46	10.50	12.8	1.34		
Spareribs	1.60	17.5	.28	1.60	14.5	.23	1.60	12.3	.20		
Trimnings	3.00	23.0	.60	2.80	23.0	.64	2.80	23.0	.64		
Feet, tails, neckbones	2.00	.....	.17	2.00	.....	.16	2.00	.....	.16		
Offal and miscellaneous	.....	.....	.53	.....	.....	.53	.....	.....	.53		
TOTAL YIELD AND VALUE	69.00	.....	\$14.57	70.50	.....	\$14.41	71.00	.....	\$13.93		
Cost of hogs per cwt.	.....	.....	\$14.93	.....	.....	\$15.05	.....	.....	\$15.00		
Condemnation loss	.....	.....	.08	.....	.....	.08	.....	.....	.08		
Handling and overhead	.....	.....	.09	.....	.....	.09	.....	.....	.09		
TOTAL COST PER CWT.	.....	.....	\$15.70	.....	.....	\$15.72	.....	.....	\$15.71		
ALIVE	.....	.....	.....	.....	.....	.....	.....	.....	.....		
TOTAL VALUE	.....	.....	14.57	.....	.....	14.41	.....	.....	13.93		
Loss per cwt.	.....	.....	\$1.18	.....	.....	\$1.31	.....	.....	\$1.78		
Loss last week	.....	.....	1.57	.....	.....	1.87	.....	.....	2.33		



# MEAT AND SUPPLIES PRICES

## Chicago

### WHOLESALE FRESH MEATS

Carcass Beef		
	Week ended Oct. 15, 1942 per lb.	Cor. week. 1941 per lb.
Prime native steers—		
400-600	nominal	20 @ 20 1/4
600-800	nominal	19 1/2 @ 20
800-1000	nominal	18 1/2 @ 18 1/2
Good native steers—		
400-600	20 1/4 @ 21 1/4	18 1/4 @ 19
600-800	20 1/4 @ 21 1/4	17 @ 17 1/4
800-1000	20 1/4 @ 21 1/4	16 1/4 @ 17
Medium steers—		
400-600	19 1/4	16 1/2 @ 17
600-800	19 1/4	16 @ 16 1/4
800-1000	19 1/4	15 1/4 @ 16 1/4
Heifers, good, 400-600	20 1/4 @ 21 1/4	18 1/4 @ 19
Cows, 400-600	16 1/4 @ 17 1/4	13 1/4 @ 14
Hind quarters, choice	23 1/4	21
Fore quarters, choice	18 1/4	17

### Beef Cuts

Steer loins, choice, 60/65	30 1/4	28
Steer loins, No. 1	28 1/4	26
Steer loins, No. 2	26 1/4	25
Steer short loins, choice, 30/35	43 1/4	32
Steer short loins, No. 1	43 1/4	31
Steer short loins, No. 2	38 1/4	29
Steer loin ends (hips)	29 1/4	24
Steer loin ends, No. 2	28 1/4	23
Cow loins	18	21
Cow short loins	24	24
Cow loin ends (hips)	18 1/4	18 1/4
Steer ribs, choice, 30/40	28 1/4	23
Steer ribs, No. 1	28 1/4	22
Steer ribs, No. 2	23	20
Cow ribs, No. 2	18	16
Cow ribs, No. 1	17	15
Steer rounds, choice, 80/100	22 1/4	19
Steer rounds, No. 1	22 1/4	18 1/4
Steer rounds, No. 2	21	18
Steer chuck, choice, 80/100	20 1/4	17
Steer chuck, No. 1	16 1/4	16 1/4
Steer chuck, No. 2	19	15 1/4
Cow rounds	18 1/4	16 1/4
Cow chuck	17 1/4	14 1/4
Medium plates	nominal	10 1/4
Briaketa, No. 1	18 1/4	15 1/4
Cow navel ends	12 1/4	11
Steer navel ends	12	9
Fore shanks	13 1/4	10
Hind shanks	10 1/4	9
Strip loins, No. 1 bbl.	7 1/4	6 1/2
Strip loins, No. 2	50	43
Sirloin butts, No. 1	36 1/4	33
Sirloin butts, No. 2	34	27
Beef tenderloins, No. 1	65 1/4	60
Beef tenderloins, No. 2	60	55
Rump butts	28 1/4	26
Flank steaks	28 1/4	27
Shoulder clods	22	19
Hanging tenderloins	18 1/4	16
Insides, green, 12/18 range	25	21
Outsides, green, 8 lbs. up	23	20
Knuckles, green, 8 lbs. up	22	20 1/4

### Beef Products

Brains	8	8
Hearts	13	13
Tongues	25	17
Sweetbreads	25	14
Ox-tails	14	10
Fresh tripe, plain	13	10
Fresh tripe, H. O.	16	15
Livers	29 @ 32	29
Kidneys	9 @ 10	8

### Veal

Choice carcass	22 1/4	21
Good carcass	20	20
Good saddles	17 1/4	23
Good racks	17 1/4	17
Medium racks	15 1/4	16

### Veal Products

Brains, each	15	10
Sweetbreads	40	32
Calf livers	50	55

### Lamb

Choice lambs	26	20
Medium lambs	24	18
Choice saddles	30	24
Medium saddles	28	23
Choice fores	23 1/4	18
Medium fores	22	18
Lamb fries	20	25
Lamb tongues	17	17
Lamb kidneys	25	15

### Mutton

Heavy sheep	12	8
Light sheep	12	11
Heavy saddles	15	10
Light saddles	18	13
Heavy fores	10	6
Light fores	12	9
Mutton legs	17	15
Mutton loins	12	12
Mutton stew	10	8
Sheep tongues	11	11
Sheep heads, each	11	11

### Fresh Pork and Pork Products

Pork loins, 8/10 lbs. av.	29	22 1/2
Picnics	26	19
Skinned shoulders	28	19 1/4
Tenderloins	40	35
Spareribs	20	16
Back fat	14 1/4	11 1/4
Boston butts	32 1/4	21
Boneless butts, cellar		
trim, 2/4	37	25
Hocks	19	15
Tails	14	10
Neck bones	6	6
Slip bones	10	10
Blade bones	21	16
Pigs' feet	5	4
Kidneys, per lb.	9	9 1/4
Livers	15	16
Ears	5 1/4	5
Snouts	7 1/4	10
Heads	8 1/4	7
Chitterlings		7 1/4

### WHOLESALE SMOKED MEATS

Fancy regular hams, 14/16 lbs.	32	@ 33 1/4
parchment paper		
Fancy skinned hams, 14/16 lbs.	33	@ 35 1/4
parchment paper		
Standard reg. hams, 14/16 lbs., plain	32 1/4	
Picnics, 4/8 lbs., short shank, plain	31	@ 31 1/4
Fancy bacon, 6/8 lbs., plain	32 1/4	@ 33 1/4
Standard bacon, 6/8 lbs., plain	27 1/4	@ 28 1/4
No. 1 beef sets, smoked		
Insides, 8/12 lbs.	60	@ 51 1/4
Outsides, 5/9 lbs.	47 1/4	@ 49 1/4
Knuckles, 8/9 lbs.	47 1/4	@ 49 1/4
Cooked hams, choice, skinned, fattened	48	
Cooked hams, choice, skinned, fattened	53	
Cooked picnics, skin on, fattened	nominal	
Cooked picnics, skinned, fattened	nominal	

### VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	22.50
Lamb tongue, short cut, 200-lb. bbl.	60.50
Regular tripe, 200-lb. bbl.	26.25
Honeycomb tripe, 200-lb. bbl.	28.75
Pocket honeycomb tripe, 200-lb. bbl.	31.50

### BARRELED PORK AND BEEF

Clear fat back pork:	
70-80 pieces	22.75 @ 23.00
80-100 pieces	22.50 @ 23.00
100-125 pieces	22.25 @ 23.00
Clear plate pork, 25-35 pieces	22.50 @ 23.00
Beef pork	25.00
Briaketa	35.00
Plate beef	30.50
Extra plate beef	31.00

### SAUSAGE MATERIALS

(Packed basis.)

Regular pork trimmings	22 1/4 @ 24
Special lean pork trimmings 85%	32 @ 34
Extra lean pork trimmings 95%	34 @ 35
Pork cheek meat (trimmed)	20 @ 21
Pork hearts	13 1/4 @ 14
Pork livers	12 1/4
Native boneless bull meat (heavy)	10 1/4
Boneless chucks	18 1/4 @ 19
Shank meat	15 1/4
Beef trimmings	15 1/4
Dressed canners, 350 lbs. and up	14 1/4 @ 16 1/4
Dressed cutter cows, 400-450 lbs.	15 1/4 @ 16 1/4
Dr. bologna balls, 600 lbs. and up	15 1/4
Tongues, No. 1 canner trim	15 @ 17

### DOMESTIC SAUSAGE

(Quotations cover fancy grades.)	
Pork sausage, in 1-lb. carton	37 1/4
Country style sausage, fresh in link	32 1/4
Country style sausage, fresh in bulk	30 1/4
Country style sausage, smoked	36
Frankfurters, in sheep casings	31
Frankfurters, in hog casings	31
Skinnless frankfurters	20
Bologna in beef bungs, choice	25
Bologna in beef middles, choice	25 1/4
Liver sausage in beef rounds	21 1/4
Liver sausage in hog bungs	23 1/4
Smoked liver sausage in hog bungs	31
Head cheese	20
New England luncheon specialty	37 1/4
Minced luncheon specialty, choice	27
Tongue and blood	29
Blood sausage	24
Souse	19 1/4
Polish sausage	33

### DRY SAUSAGE

Cervelat, choice, in hog bungs	58
Thuringer	30
Farmer	41
Holetester	41
B. C. salami, choice, in hog bungs	58
Milano, salami, choice, in hog bungs	50
B. C. salami, new condition	51
Frisses, choice, in hog middles	56
Genoa style salami, choice	62
Pepperoni	62
Mortadella, new condition	28
Cappicola (cooked)	63
Italian style hams	45 1/4

### CURING MATERIALS

Nitrite of soda (Chgo. wh'ae. stock):	Owt.
in 400-lb. bbls., delivered	\$ 8.75
Salt peter, less than ton lots, f.o.b. N. Y.:	
DBL. reduced granulated	8.60
Small crystals	12.00
Medium crystals	13.00
Large crystals	14.00
Pure rfd. gran. nitrate of soda	4.60
Pure rfd. powdered nitrate of soda	unquoted
Salt, per ton, in minimum car of 80,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated, kills dried	9.70
Medium, kiln dried	12.70
Rock, bulk, 40 ton cars	8.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	3.74
Standard gran., f.o.b. refiners (2%)	5.45
Packers' curing sugar, 250 lb. bags	
f.o.b. Reserve, L.A., less 2%	5.10
Dextrose, in car lots, per cwt. (cotton)	4.80
in paper bags	4.75

### SAUSAGE CASINGS

(F. O. B. Chicago)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 1 1/4 to 1 1/2 in.	
180 pack	14 @ 15
Domestic rounds, over 1 1/2 in.	
140 pack	30 @ 32
Export rounds, wide, over 1 1/2 in.	42 @ 45
Export rounds, medium, 1 1/4 to 1 1/2 in.	25 @ 28
Export rounds, narrow, 1 1/4 in. under 27	31
No. 1 weasands	.05 @ .08
No. 2 weasands	.03 @ .05
No. 1 bungs	.16 @ .18
No. 2 bungs	.11
Middles, medium, 1 1/4 @ 2 in.	.50
Middles, select, wide, 2 1/4 @ 2 1/2 in.	.55 @ .60
Middles, select, extra, 2 1/4 @ 2 1/2 in.	.90 @ 1.00
Middles, select, extra, 2 1/2 in. & up	1.35
Dried or salted bladders:	
12-15 in. wide, flat	1.00 @ 1.10
10-12 in. wide, flat	.70 @ .85
8-10 in. wide, flat	.40
6-8 in. wide, flat	.25 @ .30
Hog casings:	
Extra narrow, 29 mm. & dn.	2.80
Narrow mediums, 29 @ 32 mm.	2.30
Mediums, 32 @ 35 mm.	1.95 @ 2.05
English, medium, 35 @ 38 mm.	1.70
Wide, 38 @ 43 mm.	1.00
Wide, 43 @ 48 mm.	1.40 @ 1.50
Export bungs	.23 @ .25
Large prime bungs	.20 @ .21
Medium prime bungs	.13 @ .14
Small prime bungs	.10
Middles, per set	.20 @ .21

### SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole	Ground
Allspice, prime	88 1/4	41
Resifted	40	43
Chili pepper		41
Powder		41
Cloves, Amboyna	40	48
Zanzibar	25 1/4	30
Ginger, African	50	57
Mace, fancy Banda	1.10	1.25
East Indies	.85	1.10
East & West Indies Blend		84
Mustard flour, fancy		95
No. 1		72
Nutmeg, fancy Banda	.67	75
Indies	.60	69
East & West Indies Blend		61
Paprika, Spanish		60
Pepper Cayenne		55
Red No. 1		52
Black Malabar	11	18
Black Lampung	8 1/4	19
Pepper, white Singapore	15 1/4	19
Muntok	15 1/4	19 1/4
Packers		15

### SEEDS AND HERBS

	Whole	Ground
Caraway seed	1.35	1.45
Cumin seed	22	26
Coriander Morocco bleached	19	20
Coriander Morocco natural No. 1	16 1/4	18 1/4
Mustard seed, fancy yellow	26	28
American	12	12
Marjoram, Chilean	65	67
Oregano	13	16

### PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

# MARKET PRICES

## New York

### DRESSED BEEF

#### City Dressed

Choice, native, dressed.....	23
Choice, native, light.....	23
Native, common to fair.....	18 1/2 @ 20

#### Western Dressed Beef

Native steers, good, 600-800 lbs.....	21	@ 22
Native choice yearlings, 400-600 lbs.....	22 1/2	@ 23
Good to choice heifers.....	21	@ 22
Good to choice cows.....	19	@ 20
Common to fair cows.....	18	@ 19
Fresh bologna bulls.....	18	@ 19

### BEEF CUTS

	Western	City
No. 1 ribs, prime.....	27	@ 28
No. 2 ribs.....	25	@ 26
No. 3 ribs.....	24	@ 25
No. 1 loins, prime.....	31	@ 33
No. 2 loins.....	29	@ 30
No. 3 loins.....	27	@ 28
No. 1 hinds and ribs.....	26	@ 26 1/2
No. 2 hinds and ribs.....	25	@ 25 1/2
No. 1 rounds.....	22 1/2	@ 23
No. 2 rounds.....	21 1/2	@ 22 1/2
No. 3 rounds.....	21	@ 21 1/2
No. 1 chuck.....	25	@ 25 1/2
No. 2 chuck.....	24	@ 24 1/2
No. 3 chuck.....	23	@ 23 1/2
Rolls, reg. 5/8 lbs. av.....	24	@ 24
Tenderloins, steers.....	50	@ 55
Tenderloins, cows.....	30	@ 35
Tenderloins, bulls.....	30	@ 40
Shoulder clods.....	25	@ 25

### DRESSED VEAL

Good.....	22 1/2
Medium.....	20
Common.....	18 1/2

### DRESSED SHEEP AND LAMBS

Spring lambs, good to choice.....	26
Spring lambs, good to medium.....	25
Spring lambs, medium.....	24
Sheep, good.....	11
Sheep, medium.....	9

### DRESSED HOGS

Hogs, good and choice, head on, leaf fat in, mixed weights.....	\$22.50 @ 23.87 1/2
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### FRESH PORK CUTS

	Western	City
Pork loins, fresh, 10/12 lbs.....	28 1/4 @ 29 1/4	27 1/4 @ 28 1/4
Shoulders, 10/12 lbs.....	27 1/4 @ 28 1/4	26 1/4 @ 27 1/4
Butts, regular, 4/6 lbs.....	30 1/4 @ 32	29 1/4 @ 31
Hams, regular, 10/12 lbs.....	27	@ 28
Hams, skinned, fresh, 10/12 lbs.....	28	@ 29
Picnics, fresh, 6/8 lbs. lean.....	26	@ 27
Pork trimmings, 90/95% lean.....	23 1/2 @ 24 1/2	22 1/2 @ 23 1/2
Pork trimmings, regular, 60% lean.....	23 1/2 @ 24 1/2	22 1/2 @ 23 1/2
Spareribs, medium.....	18 1/2 @ 19 1/2	17 1/2 @ 18 1/2
Pork loins, fresh, 10/12 lbs.....	31	@ 32
Shoulders, 6/8 lbs. av.....	27	@ 28
Butts, regular, 1 1/2 lbs. av.....	28	@ 29
Hams, regular, fresh, 10/12 lbs.....	28	@ 29
Hams, skinned, fresh, 10/12 lbs.....	30	@ 31
Picnics, fresh, 4/6 lbs.....	26	@ 27
Pork trimmings, extra lean, 90/95% lean.....	36	@ 37
Pork trimmings, regular, 50% lean.....	23 1/2 @ 24 1/2	22 1/2 @ 23 1/2
Spareribs, medium.....	20	@ 21
Boston butts, 4/6 lbs.....	31	@ 32

### COOKED HAMS

Cooked hams, choice, skin on, fattened.....	51
Cooked hams, choice, skinless, fattened.....	53 1/2

### SMOKED MEATS

Regular hams, 8/10 lbs. av.....	32	@ 34
Regular hams, 10/12 lbs. av.....	32	@ 34
Regular hams, 12/14 lbs. av.....	32	@ 34
Skinned hams, 10/12 lbs. av.....	33	@ 35
Skinned hams, 12/14 lbs. av.....	33	@ 35
Skinned hams, 16/18 lbs. av.....	32	@ 34
Skinned hams, 18/20 lbs. av.....	32	@ 34
Picnics, 6/8 lbs. av.....	28	@ 29
Picnics, 4/6 lbs. av.....	28	@ 29
Bacon, boneless, western.....	29	@ 31
Bacon, boneless, city.....	28	@ 30
Beef tongue, light.....	22	@ 23
Beef tongue, heavy.....	30	@ 32

### BUTCHERS' FAT

Shop fat.....	\$3.25 per cwt.
Breast fat.....	4.25 per cwt.
Edible suet.....	5.00 per cwt.
Inedible suet.....	4.75 per cwt.

### GREEN CALFSKINS

	5-	7 1/2-	9 1/2-	12 1/2-	14-
Prime No. 1 veals.....	23	28	3.30	3.55	3.80
Prime No. 2 veals.....	21	26	3.00	3.25	3.50
Buttermilk No. 1.....	18	22	2.80	3.05	3.30
Buttermilk No. 2.....	17	22	2.65	2.90	3.15
Branded grubby.....	12	17	1.85	2.10	2.35
Number 3.....	12	17	1.85	2.10	2.35

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Administration, October 15, 1942:

	CHICAGO	BOSTON	NEW YORK	PHILA.
<b>Fresh Beef:</b>				
<b>STEER, Choice:</b>				
400-500 lbs. <sup>1</sup> .....	\$20.75 @ 22.25		\$21.75 @ 24.25	\$22.25 @ 24.25
500-600 lbs. <sup>1</sup> .....	20.75 @ 22.25		21.75 @ 24.25	22.25 @ 24.25
600-700 lbs. <sup>2</sup> .....	20.75 @ 22.25	\$21.25 @ 23.25	21.75 @ 24.25	22.25 @ 24.25
700-800 lbs. <sup>2</sup> .....	20.75 @ 22.25	21.25 @ 23.25	21.75 @ 24.25	22.25 @ 24.25
<b>STEER, Good:</b>				
400-500 lbs. <sup>1</sup> .....	19.00 @ 20.50		20.00 @ 22.50	20.00 @ 22.00
500-600 lbs. <sup>1</sup> .....	19.00 @ 20.50		20.00 @ 22.50	20.00 @ 22.00
600-700 lbs. <sup>2</sup> .....	19.00 @ 20.50	20.00 @ 22.00	20.00 @ 22.50	20.00 @ 22.00
700-800 lbs. <sup>2</sup> .....	19.00 @ 20.50	20.00 @ 22.00	20.00 @ 22.50	20.00 @ 22.00
<b>STEER, Commercial:</b>				
400-600 lbs. <sup>1</sup> .....	17.50 @ 19.50		18.50 @ 21.00	18.50 @ 20.50
600-700 lbs. <sup>2</sup> .....	17.50 @ 19.50	19.50 @ 20.50	18.50 @ 21.00	18.50 @ 20.50
<b>STEER, Utility:</b>				
400-600 lbs. <sup>1</sup> .....	16.50 @ 18.50			18.00 @ 19.50
<b>COW, All Weights:</b>				
Commercial.....		18.00 @ 19.50	18.00 @ 21.50	18.50 @ 20.50
Utility.....		17.50 @ 19.00	17.00 @ 21.00	18.00 @ 18.50
Canner.....		17.00 @ 18.50	16.50 @ 18.50	17.00 @ 17.50
<b>Fresh Veal and Calf:</b>				
<b>VEAL, Choice:</b>				
80-130 lbs.....	21.25 @ 22.75	22.25 @ 24.75	22.00 @ 26.50	22.25 @ 25.25
130-170 lbs.....	21.25 @ 22.75	22.25 @ 24.75	22.00 @ 26.50	22.25 @ 25.25
<b>VEAL, Good:</b>				
50-80 lbs.....	19.00 @ 21.00	20.00 @ 23.00	20.00 @ 25.50	21.00 @ 24.00
80-130 lbs.....	19.00 @ 21.00	20.00 @ 23.00	20.00 @ 25.50	21.00 @ 24.00
130-170 lbs.....	19.00 @ 21.00	20.00 @ 23.00	20.00 @ 25.50	21.00 @ 24.00
<b>VEAL, Commercial:</b>				
50-80 lbs.....	17.00 @ 19.00	19.00 @ 21.00	18.00 @ 23.00	19.00 @ 22.00
80-130 lbs.....	17.00 @ 19.00	19.00 @ 21.00	18.00 @ 23.00	19.00 @ 22.00
130-170 lbs.....	17.00 @ 19.00	19.00 @ 21.00	18.00 @ 23.00	19.00 @ 22.00
<b>VEAL, Utility:</b>				
All weights.....	15.50 @ 17.00	18.00 @ 19.50	17.00 @ 21.00	18.00 @ 20.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB, Choice:</b>				
30-40 lbs.....	24.00 @ 26.00	25.00 @ 26.00	25.00 @ 26.00	26.00 @ 27.00
40-45 lbs.....	24.00 @ 26.00	25.00 @ 26.00	24.50 @ 26.00	26.00 @ 27.00
45-50 lbs.....	23.50 @ 25.50	24.50 @ 25.50	24.50 @ 26.00	24.00 @ 26.00
50-60 lbs.....	23.00 @ 25.00	24.00 @ 25.00	24.00 @ 25.50	23.00 @ 24.00
<b>LAMB, Good:</b>				
30-40 lbs.....	21.00 @ 23.00	24.00 @ 25.00	24.00 @ 25.50	25.00 @ 26.00
40-45 lbs.....	21.00 @ 23.00	24.00 @ 25.00	24.00 @ 25.50	25.00 @ 26.00
45-50 lbs.....	20.50 @ 22.50	23.50 @ 24.50	23.50 @ 25.00	23.00 @ 25.00
50-60 lbs.....	20.00 @ 22.00	23.00 @ 24.00	23.00 @ 24.50	22.00 @ 23.00
<b>LAMB, Commercial:</b>				
All weights.....	18.00 @ 20.00	19.00 @ 24.00	20.00 @ 24.00	21.00 @ 23.00
<b>LAMB, Utility:</b>				
All weights.....	16.00 @ 18.00	17.00 @ 20.00	18.00 @ 20.00	18.00 @ 20.00
<b>MUTTON (Ewe), 70 lbs. down:</b>				
Good.....	11.00 @ 13.00	11.00 @ 13.00	12.00 @ 13.00	11.50 @ 12.00
Commercial.....	10.00 @ 11.00	10.00 @ 11.00	11.50 @ 12.00	10.50 @ 11.50
Utility.....	9.00 @ 10.00	9.00 @ 10.00	10.50 @ 11.50	10.00 @ 10.50
<b>Fresh Pork Cuts:</b>				
<b>LOINS No. 1 (Bladeless Incl.):</b>				
8-10 lbs.....	27.00 @ 29.00	29.00 @ 31.00	28.00 @ 34.00	28.00 @ 31.00
10-12 lbs.....	27.00 @ 29.00	29.00 @ 31.00	28.00 @ 34.00	28.00 @ 31.00
12-15 lbs.....	25.50 @ 27.50	27.00 @ 31.00	26.00 @ 31.00	27.00 @ 31.00
16-22 lbs.....	24.50 @ 26.50	26.00 @ 29.00	26.00 @ 29.50	26.00 @ 29.00
<b>SHOULDERS, Skinned, N. Y. Style:</b>				
8-12 lbs.....	26.00 @ 27.50		27.00 @ 29.00	27.50 @ 29.50
<b>BUTTS, Boston Style:</b>				
4-8 lbs.....	30.00 @ 32.50		30.00 @ 34.00	30.50 @ 32.50
<b>SPARE RIBS:</b>				
Half sheets.....	17.50 @ 19.00			
<b>TRIMMINGS:</b>				
Regular.....	22.50 @ 23.50			

<sup>1</sup>Includes helfer 300-450 lbs. and steer down to 300 lbs. at Chicago. <sup>2</sup>Includes koshered beef sales at Chicago. <sup>3</sup>Skin on at Chicago and New York; equivalent weights skin off at Boston and Philadelphia. <sup>4</sup>Based on 50-100 lb. box sales to retailers.

All quotations in dollars per hundredweight. Beef, veal, lamb and mutton prices apply to straight and calculated carcass bases.

### FANCY MEATS

Fresh steer tongues, untrimmed, per lb.....	16
Fresh steer tongues, i.e. trimmed, per lb.....	20
Sweetbreads, beef, per lb.....	25
Sweetbreads, veal, a pair.....	60
Beef kidneys, per lb.....	13
Mutton kidneys, each.....	5
Livers, beef, per lb.....	31
Ox-tails, per lb.....	18
Beef hanging tenders, per lb.....	30
Lamb fries, per lb.....	33

### FROZEN POULTRY STOCKS

Stocks of frozen poultry on hand October 1, 1942, compared with a year ago and the 5-year average.

	Oct. 1, 1942	Oct. 1, 1941	5-yr. av.
	M lbs.	M lbs.	M lbs.
Broilers.....	9,283	11,820	9,629
Fryers.....	11,292	8,922	5,445
Roasters.....	20,194	12,984	8,009
Poultry.....	29,896	20,613	14,994
Turkeys.....	8,416	9,171	8,701
Ducks.....	9,526	12,601	11,136
Miscellaneous.....	17,896	12,737	16,561
Unclassified poultry.....	10,622	7,903	

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# Tallow, Grease Markets Maintain Firm Undertone

NEW YORK, OCTOBER 14, 1942

**TALLOW.**—This market remains very tight in the East, with supplies insufficient compared with demand. Some trading is done almost daily, but the bulk of it is under cover and in fairly light volume. Production of tallow is dropping off again, due to curtailed meat supplies to civilian consumption sources, and renderers are not getting their usual requirements of butcher fats. Soapers who were consistent buyers in the past are now receiving most consideration whenever there is product available. The "in-and-out" buyer of a few months back is being squeezed considerably and is doing the most complaining at present. However, there are no indications that the situation will improve in the near future. Sales this week were at ceiling levels, with most business done on better grades.

**STEARINE.**—Conditions are unchanged in this market. Quiet sales are uncovered now and then and the market remains very firm. It appears that most of the business is being done in small lots and confirmed sales of any volume are lacking. Ceiling prices apply to all grades.

**NEATSFOOT OIL.**—Demand is good for all grades. However, most of the offerings are confined to lower quality stock, with the better grades about absent. Extra is quoted at 14c, No. 1, 15½c, and pure, 17½c.

**OLEO OIL.**—Demand is only fair for oils. Quotations, however, remain at ceiling levels for all offerings. Not a great deal of product is being offered to consumers.

**GREASES.**—Much the same situation prevails here as in tallows. Product is scarce due to light production and more consistent buyers are getting the bulk of offerings. Numerous sales in small lots are uncovered and not a great deal is traded in large volume. Ceiling prices apply to all grades and the market is in a strong position.

CHICAGO, OCTOBER 15, 1942

**TALLOW.**—The market is in a strong position on all grades of tallow. Production is apparently running below needs, for producers are having little or no trouble disposing of product. In fact, some better grade tallow is now selling out of the 25c shipping point to some consumers while the lower grades sell within the full 25c freight range. It was rumored that some packers had moved a fair volume of product this week to the larger soap buyers, while some of the smaller houses were having trouble filling orders. Sales were all at maximums, with some choice at 8½c; prime, 8½c, and special, 8½c. Practically no edible tallow was offered this week again, for producers are no doubt holding bulk of the product for government buying. Buying by government agencies has been fairly large of late and somewhat above the ceiling levels allowed in regular trading.

**STEARINE.**—Demand is fairly strong in this market. However, there is a decided lack of offerings and many orders are unfilled. Oleo stearine is quoted at the ceiling of 10.61c, with the market on a firm basis.

**NEATSFOOT OIL.**—Quotations were: Pure, 18½c, and cold test, 26c.

**GREASE OIL.**—Quotations were as follows: No. 1, 13½c; No. 2, 13½c; extra, 14½c; extra No. 1, 14c; extra winter strained, 14½c; prime burning, 15½c; prime inedible, 15c and special No. 1, 13½c; acidless tallow oil is quoted at 13½c.

**GREASES.**—There is not enough product offered compared with the demand and the market is very firm. Better grades are being bought out of the usual 25c freight zone, while the lower grades have no trouble finding buyers within the 25c range. A fair amount of product was reported moved this week, with A-white at 8½c; B-white at 8½c, yellow, 8½c @ 8½c, and brown, 7½c.

## BY-PRODUCTS MARKETS

(Quotations are basis Chicago, Oct. 15.)

Amendment to MPR No. 74 (animal product feedingsuffs, see page 212) altered some maximum quotations. However, trading was almost at a standstill following the order as both producers and consumers studied the new order. Limited sales were made in blood and cracklings and most other items were considered nominal.

### Blood

	Unit	Ammonia
Unground, loose	.....	\$5.38*

### Digester Feed Tankage Materials

Unground, per unit ammo	.....	\$5.53*
Liquid stick, tank cars	.....	2.00

### Packinghouse Feeds

	Carlots	Per ton
60% digester tankage, bulk	.....	\$71.04*
50% meat and bone scraps, bulk	.....	68.00*
†Blood-meal	.....	87.29*
Special steam bone-meal	.....	\$45.00@47.50

### Bone Meals (Fertilizer Grades)

	Per ton
Steam, ground, 3 & 50	.....\$35.00@36.00
Steam, ground, 2 & 26	.....35.00@36.00

### Fertilizer Materials

	Per ton
High grade tankage, ground	.....\$ 3.85@4.00
10@11% ammonia	.....30.00@31.00
Bone tankage, unground, per ton	.....4.25@ 4.50
Hoof meal	.....

### Dry Rendered Tankage

	Per unit
Hard pressed and expeller unground	.....\$1.21*
45 to 52% protein (low test)	.....1.21*
57 to 62% protein (high test)	.....

### Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (lined)	.....\$1.00*
Hide trimmings (lined)	......90*
Sinews and pizzles (green, salted)	.....1.00*

	Per ton
Cattle jaws, skulls and knuckles	.....\$40.00@42.00
Pig skin scraps and trim, per lb	.....7½@ 7½

\*Denotes ceiling price, f.o.b. shipping point.

### Bones and Hoofs

	Per ton
Round shins, heavy	.....\$65.00@75.00
light	.....65.00
Flat shins, heavy	.....60.00@65.00
light	.....60.00
Blades, buttocks, shoulders & thighs	.....57.50@60.00
Hoofs, white	.....55.00@57.50
Hoofs, house run, assorted	.....37.50
Junk bones	.....31.00

### Animal Hair

Winter coil dried, per ton	.....\$ 60.00
Summer coil dried, per ton	.....40.00
Winter processed, black, lb	.....nominal
Winter processed, gray, lb	.....8
Cattle switches	.....4 @ 4½
†Based on 15 units of ammonia.	

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## FERTILIZER PRICES

BASIS NEW YORK DELIVERY

### Ammoniates

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports.....	\$29.20
Blood, dried, 16% per unit.....	5.50
Unground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory.....	4.75
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	55.00
October shipment.....	55.00
Fish scrap (acidulated), 7% ammonia, 3% A. P. A., f.o.b. fish factories.....	4.00
Soda nitrate, per net ton, bulk, ex-vessel Atlantic and Gulf ports.....	30.00
in 200-lb. bags.....	32.40
in 100-lb. bags.....	33.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	4.25
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	4.96

### Phosphates

Bone meal, steamed, 3 and 50 bags, per ton, f.o.b. works.....	\$37.50
Bone meal, raw, 4½% and 50%, in bags, per ton, f.o.b. works.....	37.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	10.10

### Dry Rendered Tankage

50/55% protein, unground.....	\$1.09
60% protein, unground.....	1.06

## MARGARINE PRODUCTION

Margarine produced in August, 1942, according to report of U. S. Treasury Department:

	Aug. 1942, lbs.	Aug. 1941, lbs.
Production of uncolored margarine.....	23,134,384	24,551,340
Production of colored margarine.....	15,360,299	251,685
Total.....	38,494,683	24,803,025
Uncolored margarine withdrawn tax paid.....	24,319,893	25,126,325
Colored margarine withdrawn tax paid.....	58,682	47,924
Total.....	24,378,575	25,174,249

## EASTERN FERTILIZER MARKETS

New York, October 14, 1942

Very little tankage, blood or cracklings were reported sold this week due to lack of offerings. An occasional car of cracklings was reported at the ceiling with more wanted. Fish meal is hard to obtain and the season is now about over. Some fertilizer manufacturers are beginning to mix, guided by the new government regulations.

# Cotton Oil Futures Market Quiet and Firm This Week

THE cottonseed oil futures market in New York was almost at a standstill this week. A few sales were uncovered early in the week following the Monday holiday, but practically nothing was done after that. The trade had a firm tone at all times and quotations were close to maximum levels late in the week. Open interest was around the 100 mark, lightest in many years.

News was very thin this week; nothing outstanding was released that changed the undertone of the market greatly. New lard ceilings were applied and imparted a firm tone to the oil market. September consumption of cottonseed oil was considered light, but the market firmed immediately after figures were released, showing no decided reaction.

There were scattered sales of crude cottonseed oil in all districts this week with ceiling prices the rule. Production is said to be running fairly light, but is expected to increase shortly.

Some cottonseed oil shortening again moved to consumers this week with tedium quoted as follows: Standard, 16½c and hydrogenated, 17½c.

SOYBEAN OIL.—Oil offerings for delivery this year were again scarce, but there were considerable offerings

of product for 1943 delivery. However, buyers are reluctant to buy far ahead because of uncertainty in allocation and freezing orders. The market, on the other hand, maintained a firm tone with prices at ceilings on all offerings. Volume of trading is now somewhat lighter than it has been in the last month.

PEANUT OIL.—This market is quiet and unchanged. A few sales are reported at ceiling prices from day to day, but volume of trading is light.

OLIVE OIL.—Olive oil remains steady. California oil ranges from \$4 to \$4.10 per gallon and imported from \$4.50 to \$4.75. Buyers are working on a hand to mouth basis and show little interest in available supplies.

PALM OIL.—Market is dull. Quotations are held at ceiling levels with very little product offered.

COTTONSEED OIL.—Southeast crude was quoted Thursday at 12½@ 12¾c; Valley 12¾c and Texas, 12½c at common points.

Futures market transactions for the week at New York were:

### MONDAY, OCTOBER 12, 1942

Holiday.

### TUESDAY, OCTOBER 13, 1942

—Range—

	Sales	High	Low	Bid	Pr. cl.
October.....	1	13.90	13.90	13.90	13.96
December.....	2	13.80	13.80	13.80	13.71
January.....	..	..	..	13.82	13.73
March.....	..	..	..	13.88	13.77
May.....	..	..	..	13.90	13.80

Sales, 3 lots.

### WEDNESDAY, OCTOBER 14, 1942

October.....	..	..	..	13.85	13.80
December.....	..	..	..	13.83	13.80
January.....	..	..	..	13.83	13.82
March.....	..	..	..	13.85	13.88
May.....	..	..	..	13.90	13.90

No sales.

### THURSDAY, OCTOBER 15, 1942

October.....	..	..	..	13.85	13.85
December.....	..	..	..	13.83	13.83
January.....	..	..	..	13.83	13.83
March.....	..	..	..	13.85	13.85
May.....	..	..	..	13.90	13.90

No sales.

(See later markets on page 223.)

## OLEOMARGARINE

F. O. B. Chicago

White domestic vegetable.....	19
White animal fat.....	15
Water churned pastry.....	17½
Milk churned pastry.....	18½
Vegetable type.....	15

## VEGETABLE OILS

Crude cotton seed oil, in tanks, f.o.b. Valley points, prompt.....	12½
White deodorized, bbls., f.o.b. Chgo.....	16½
Yellow, deodorized.....	16½
Soap stock, 50% f.f.a., f.o.b. consuming points.....	2½@ 2½
Soybean oil, in tanks, f.o.b. mills.....	11½
Corn oil, in tanks, f.o.b. mills.....	12½

# COTTON TEXTILE HEADQUARTERS

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# HIDES AND SKINS

**All domestic hide and calfskin markets strong but quiet—New WPB buying permits for Oct. hides expected next week.**

## Chicago

**PACKER HIDES.**—This was a quiet in-between period for the packer hide market. All packers had cleared their Sept. production of hides about two weeks back, and all unfilled WPB buying permits expired Oct. 3rd. No trading is possible in this market until next buying permits are issued by the WPB for Oct. hides, which permits it is thought will be available during the early part of next week.

Many packer representatives and others in the trade are taking advantage of the quiet market to attend the annual fall convention of The Tanners' Council, which was held at New York on Oct. 14-15. Representatives of several government agencies, particularly the War Production Board, were to address the meeting, which under present business conditions assures a good attendance.

Meantime, tanners are working to full capacity, particularly sole leather tanners, and demand for hides of all descriptions continues in excess of supply; this in spite of the fact that the federal inspected slaughter for Sept. of 1,158,758 head of cattle set a new record for the month, and has been exceeded by any month's slaughter only four times in the history of the industry. The slaughter for the first two weeks of Oct. shows further gains, with fair prospects of a new record for this month.

All packer hides and skins are quotable at full ceiling prices, as listed. Packers have been using the new optional method of salting at many points, moving heavy Colorados with other heavy brands at 14½c, while extreme light Texas steers move in such cases with other light brands, also at 14½c.

**OUTSIDE SMALL PACKER.**—No further trading is possible in the small packer market until Oct. buying permits are at hand, probably early next week. The market is strong at ceiling prices, 15c, flat, trimmed, for native steers and cows, and 14c for brands; 11½c for native bulls and 10½c for branded bulls. A number of killers graded their Sept. hides at the time of take-up and sold them on selected basis, at packer prices; until hides begin to run heavily to grubs, this practice will continue.

**PACIFIC COAST.**—The Coast market is quiet but strong, trading two weeks back having cleared Sept. production at 13½c, flat, for steers and cows, and 10c for bulls, f.o.b. shipping points.

**FOREIGN WET SALTED HIDES.**—The South American market has been

quiet for the past two weeks, following a fairly sizeable movement just prior to that time, when standard steers sold in a large way under DSC permits at 106 pesos, reject heavy steers at 100 pesos, and light steers at 110 pesos. The accumulation of hides apparently is not burdensome, as the kill is reported to have lightened considerably recently. B. A. tanners have also taken a fair quantity of hides off that market at prices slightly above those governed by the DSC permits; couple small lots of type hides were reported moving in that direction this week.

**COUNTRY HIDES.**—Country stock was rather slow to move during the trading period for Sept. hides, and country slaughter will show considerable seasonal increase from now on. However, despite the enormous federal inspected slaughter during Sept., demand for hides was so broad that tanners who were unable to fill their buying permits with packer take-off finally cleaned up the country market at unchanged prices. The movement was confined to all-weights, moving at 15c, flat, trimmed, or 14c, flat, untrimmed, f.o.b. shipping points. Tanner selections are nominal in the absence of offerings. Heavy steers and cows are quotable at 14c, flat, trimmed; trimmed buff weights and extremes at 15c, flat; bulls are quotable at 10@10½c, flat, trimmed, for natives, and a cent less for branded bulls. Glues are listed around 12c, flat, trimmed; all-weight branded hides 13½@14c, flat, trimmed.

**CALFSKINS.**—All packers are closely sold to the end of Sept. on calfskins, with new buying permits awaited before further trading is possible. Market is strong at maximum prices, 27c for heavies and 23½c for lights under 9½ lb.

The city calfskin market is also closely sold up at 20½c for 8/10 lb. and 23c for 10/15 lb., with buyers anxiously awaiting next WPB permits, and outside cities are salable at same figures. Straight country calf are quotable at 16c for 10 lb. and down and 18c for 10/15 lb., f.o.b. shipping point. City light calf and deacons are salable at \$1.43, selected.

**KIPSKINS.**—There is a good inquiry for kipskins but all packers cleared their Sept. production two weeks back at maximum prices, 20c for 15-30 lb. natives and 17½c for brands, and permits are awaited for Oct. kips.

City kipskins were cleared two weeks back to the end of Sept. at 18c for 15-30 lb. natives and 17c for brands; outside cities are salable at the same levels, and straight countries at 16c, flat, f.o.b. shipping point.

Packer regular slunks, which do not come under the allocation order, moved last week at \$1.10, flat; hairless slunks are quoted at last trading price of 55c, flat.

**HORSEHIDES.**—There is a moderate movement of horsehides at individual ceiling prices, usually in a range of \$7.50@7.75, selected, f.o.b. nearby shipping points, for city renderers with manes and tails on; trimmed renderers are moving at \$7.10@7.25, del'd Chgo.; mixed city and country lots around \$6.50@6.60, Chgo. Collections are comparatively light now and the market position continues rather tight. No decision appears to have been reached as yet on allocation of horsehides.

**SHEEPSKINS.**—The demand for shearlings to fill military orders is far in excess of present light production, and everything available is taken readily at ceiling prices, No. 1's at \$2.15, No. 2's \$1.90, No. 3's \$1.00, and No. 4's 40c. One packer is still getting quite a few shearlings for this season, reported to be from the Texas section, and moved four cars this week at the ceiling prices. Pickled skins are moving steadily at individual ceiling prices, with the market quoted in a general way \$7.50@7.75 per doz. packer lambs. There has been recent trading in mid-west packer Oct. lamb pelts and, while details have not been confirmed, they are credited in the trade with having received around \$2.80 per cwt. liveweight basis for Colorados and native lambs, and \$3.00@3.05 for westerns. Shearling tanners have been active again in taking lamb pelts at the going market for conversion to shearlings.

## New York

**PACKER HIDES.**—The New York packer market was cleaned up to the end of Sept. during the trading period two weeks back, everything moving then at ceiling prices, and next buying permits are anxiously awaited.

**CALFSKINS.**—There is an active interest in the New York calfskin market, which is closely sold up to the end of Sept., but no trading is possible until new buying permits are issued by the WPB, probably next week. Market is strong at last trading prices. Collector 3-4's are quotable at \$1.15, 4-5's \$1.30, 5-7's \$1.65, 7-9's \$2.60, 9-12's \$3.55, 12/17 kips \$3.95, and 17 lb. up \$4.35. Packer 3-4's are salable at \$1.25, 4-5's \$1.40, 5-7's \$1.80, 7-9's \$2.80, 9-12's \$3.80, 12/17 kips \$4.20, and 17 lb. up \$4.60.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended October 10, 1942, were 4,961,000 lbs.; previous week, 6,327,000 lbs.; same week last year, 5,514,000 lbs.; Jan. 1 to date, 215,569,000 lbs.; last year, 200,211,000 lbs.

Shipment of hides from Chicago for week ended October 10, 1942, were 5,205,000 lbs.; previous week, 5,458,000 lbs.; same week last year, 6,927,000 lbs.; Jan. 1 to date, 231,021,000 lbs.; shipments for the same period last year, 223,789,000 lbs.

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## PACKER TRANSPORT PROBLEMS DISCUSSED

WASHINGTON (NP Special). — A meeting on transportation problems in the packing industry was held this week under auspices of the War Production Board. Represented at the meeting were ODT, OPA, the Department of Agriculture, WPB, representatives of several packing companies and others. At the meeting it was brought out that:

**LIVESTOCK CARS:** The new capacity loading rule of ODT will not apply to livestock cars. At the same time the rule will release many ordinary box-cars, and these may be converted into stock cars, where necessary.

**REFRIGERATOR CARS:** The shortage is critical, and pooling of these cars, regardless of ownership, is expected to relieve the shortage. Packer-owned cars will be included in the pool at present.

**TRUCKS:** Elimination of extremely long hauls in the near future is quite possible. Packers should get their certificates of war necessity before November 15. WPB is surveying the whole transportation problem, and it seems likely the government will get into the picture more and more. Unless truckers follow conservation rules, they will have their certificates recalled or restricted.

**TIRES:** Meat trucks will be high on the list for recaps, but owners should be careful to apply before the tires are too far gone. The 25 per cent reduction in mileage required under ODT General Order No. 17 applies to the total combined truck mileage of a packer. Permission for extra mileage may be secured in some cases from ODT field officers.

**DRIVER HOURS:** An attempt will be made by ODT to get the present 10-hour limit for drivers extended or modified so that longer hours may be worked. This is made necessary and practical by the 35 mile limit which has reduced the risks of driving, and extended the time for trips.

See Classified page for good men.

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSING

### Provisions

The trade was very quiet on provisions at the close of the week and has been dull for some time. A few fat backs moved and a few odd lots of offal were reported. However, it appears that most operators are waiting for the long promised pork ceilings. Hogs at Chicago were down another 25c or more and were lowest in over a month. The lard trade continued dull. The recent upward revision of ceilings has failed to release the "squeeze" and practically no trading takes place.

### Cottonseed Oil

Valley crude 12½c; Southeast, 12½c @ 12½c; Texas, 12½c.

Quotations on New York bleachable cottonseed oil, Friday close, were Dec. 13.88; Jan. 13.88; Mar. 13.88; May 13.92; 18 sales.

## MARGARINE MATERIALS USED

Products used in colored margarine manufacture, as reported to the Bureau of Internal Revenue during August, 1942 compared with a year earlier:

	Aug. 1942, lbs.	Aug. 1941, lbs.
Butter .....	2,900	...
Butter culture .....	49	...
Butter flavor .....	197	...
Coconut oil .....	2	2,854,112
Color .....	84,935	42,926
Corn oil .....	9,924,567	10,114,808
Cottonseed oil .....	24,565	...
Cottonseed stearine .....	49,055	32,638
Derivative of glycerine .....	46	15
Diacyl .....	16,390	14,411
Emulsol .....	4,226,156	4,539,482
Lecithin .....	6,877	10,077
Milk .....	367,680	530,619
Monostearine .....	1,518,144	1,197,802
Neutral lard .....	277,966	161,610
Oleo oil .....	255,265	126,387
Oleo stearine .....	...	843,717
Oleo stock .....	...	284,960
Palm oil .....	33,914	163,128
Palm kernel oil .....	796,121	840,645
Peanut oil .....	11,371	10,881
Salt .....	...	115
Soda (benzoate of) .....	6,402,754	3,937,937
Soda bean stearine .....	18,350	...
Soya bean oil .....	4,980	3,329
Tallow .....	...	...
Vitamin concentrate .....	...	...
Total .....	23,992,254	25,249,765

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Oct. 16, 1942:

	PACKER HIDES Week ended Oct. 16	Prev. week	Cor. week, 1941
Hvy. nat. str.	@15½	@15½	@15½
Hvy. Tex. str.	@14½	@14½	@14½
Hvy. butt brnd'd	...	...	...
atra. ....	@14½	@14½	@14½
Hvy. Col. str.	@14	@14	@14
Ex-light Tex.	...	...	...
atra. ....	@15	@15	@15
Brnd'd cows...	@14½	@14½	@14½
Hvy. nat. cows.	@15½	@15½	@15½
Lt. nat. cows...	@15½	@15½	@15½
Nat. bulls...	@12	@12	@12
Brnd'd bulls...	@11	@11	@11
Calfskins ....	23½ @27	23½ @27	23½ @27
Kips, nat. ....	@20	@20	@20
Kips, brnd'd...	@17½	@17½	@17½
Slunks, reg. ....	@1.10	@1.10	@1.10
Slunks, hrls. ....	@55	@55	@55

### CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts. ...	@15	@15	@15½
Branded .....	@14	@14	@14½
Nat. bulls .....	@11½	@11½	@12
Brnd'd bulls...	@10½	@10½	@11
Calfskins ....	20½ @23	20½ @23	20½ @23
Kips, nat. ....	@18	@18	@18
Kips, reg. ....	@1.10	@1.10	@1.00
Slunks, hrls. ....	@55	@55	@50

All packer hides and all calf and kipskins quoted on trimmed, selected basis; small packer hides quoted flat, trimmed; all slunks quoted flat.

### COUNTRY HIDES

Hvy. steers ...	@14	@14	@12½
Hvy. cows ...	@14	@14	@12½
Bufs. ....	@15	@15	@14½
Extremes ....	@15	@15	@15
Bulls ....	@10½	@10½	@8½
Calfskins ....	@18	@18	@18
Kipskins ....	@16	@16	@16
Horsehides ....	6.50 @7.75	6.50 @7.75	5.75 @6.70

All country hides and skins quoted on flat basis.

### SHEEPSKINS

Pkr. sheenrags...	@2.15	@2.15	1.75 @1.80
Dry pelts ....	@28	@28	@24

## FRANK M. WADDELL DIES

Frank M. Waddell, well known figure in the meat packing industry, died October 10 in Chicago. He was 74 years old. Mr. Waddell was vice president of Miller and Hart from 1929 to 1931 and previous to that had been a vice president of Armour and Company. In recent years he had been division inspector, weighmaster and inspector at the Chicago Board of Trade. For many years Mr. Waddell had been active in the Union League club. He is survived by his widow.



GEO. H. ELLIOTT

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We specialize in small packer hides and skins . . . For all-around satisfaction, your greater convenience, and superior service, submit your offerings to us.

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130 NORTH WELLS STREET, CHICAGO, ILLINOIS

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# LIVESTOCK MARKETS *Weekly Review*

## Uncertainty Delays Feeder Replacements

**R**EPORTS from all of the principal feeding states, both in the Corn Belt and in the West, emphasize the hesitancy on the part of cattle feeders to make decisions as to this year's operations pending further information concerning price levels, the U. S. Department of Agriculture said this week.

Other conditions that usually determine the actions of cattle feeders are quite favorable for bringing about a large volume of feeding. Supplies of feed grains, hay and roughage and high-protein concentrates are of record or near-record proportions in the Corn Belt states, and are quite large in most other important feeding areas. Prices of feeds are relatively low in relation to present fat cattle prices; last winter's feeding operations were generally quite profitable; and available supplies of feeder cattle are relatively large. The extent to which these favorable conditions will offset the hesitancy arising from the uncertain price situation will finally determine the volume of feeding, as well as the time and methods of feeding during the coming season.

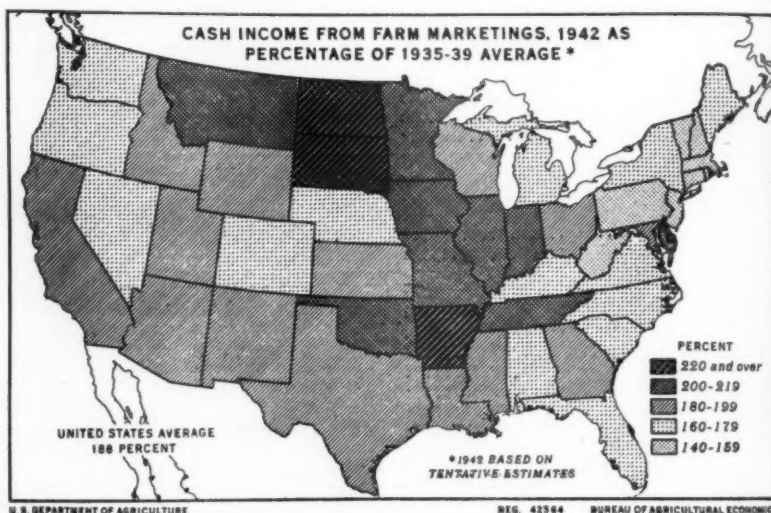
The movement of stocker and feeder cattle into the Corn Belt states during the three months, July through September, was considerably larger this year than last, but was smaller than during the corresponding periods in 1940 and 1939. Shipments inspected at stock yards markets were up about 100,000 head, or about 19 per cent, compared with last year, and were the largest in 14 years, except for 1940 and 1939. Records of direct in-shipments into seven Corn Belt states show about the same total for the three-months' period this year as last, but are materially

below the totals in 1940 and 1939. Total shipments were larger this year than last into all of the Corn Belt states except Michigan, Wisconsin, and Minnesota.

Reports from the western states are that cattle feeding operations will be on a smaller scale this year than last in most of these states. In addition to the general uncertainty as to prices, the difficult labor situation seems also to be a factor with many feeders, especially those of a commercial type. Many feeders are putting off the decision as to whether or not to purchase feeder cattle

until the sugar beet harvest is completed. Supplies of feed grains and beet by-products in most of these states are fairly large, but hay supplies are below last year and hay prices are much higher than last year.

In view of the sharp reduction in the number of cattle on feed August 1 this year from a year earlier and the rather heavy marketings of fed cattle in August and September, it seems very improbable that there will be such a large carryover of long-fed cattle into the winter marketing season as occurred during last winter.



When compared with the pre-war period 1935-39, the increase in cash farm income is greatest in the northern great plains of the Mississippi Valley states. In many of these states, income in the earlier period was relatively low following the 1934 and 1936 droughts. In the North Atlantic states where farm prices are relatively high, the percentage increase in income has been somewhat less than the average for the country as a whole. The rise in income in the South Atlantic states from the low levels of the depression to 1935-39 was much higher than the average for all the states, but the rise since 1935-39 has been somewhat less than average.

**"SPEED"**



**INDUSTRIES MOST URGENT DEMAND**

FORT WAYNE, IND. DETROIT, MICH.  
DAYTON, OHIO LOUISVILLE, KY.  
LAFAYETTE, IND. SIOUX CITY, IOWA  
CINCINNATI, OHIO NASHVILLE, TENN.  
INDIANAPOLIS, IND. MONTGOMERY, ALA.  
OMAHA, NEB.

**KENNETT-MURRAY**  
LIVESTOCK BUYING SERVICE

**Order Buyer of Live Stock**  
**L. H. McMURRAY**

Indianapolis, Indiana

**FRANK R. JACKLE**  
**Broker**

Offerings Wanted of:  
Tankage, Blood, Bones, Cracklings, Hoofs  
405 Lexington Ave. New York City

## CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Administration.)

Des Moines, Ia., October 15.—At the 19 concentration yards and 11 packing plants in Iowa and Minnesota, hog prices declined 40 to 50c on moderate receipts and somewhat lighter demand from buyers.

Hogs, good to choice:

160-180 lb.	\$13.20@14.35
180-200 lb.	14.05@14.45
200-220 lb.	14.20@14.55
220-240 lb.	14.20@14.55
240-270 lb.	14.20@14.55
270-300 lb.	14.20@14.55
300-330 lb.	14.20@14.55
330-360 lb.	14.10@14.55

Sows:

300-360 lb.	\$14.05@14.45
360-400 lb.	13.95@14.35
400-450 lb.	13.85@14.25

Receipts of hogs at Corn Belt markets for the week ended October 15:

	This week	Last week
Friday, Oct. 9	21,000	16,200
Saturday, Oct. 10	26,200	17,800
Monday, Oct. 12	23,200	28,000
Tuesday, Oct. 13	40,800	22,700
Wednesday, Oct. 14	33,900	22,000
Thursday, Oct. 15	23,800	17,000

## Permit Needed to Export Sheep, Lambs from Canada

MONTREAL.—The Department of Trade and Commerce announced that effective on and after October 1, live sheep and lambs, dressed mutton and lamb, and other edible mutton and lamb products will require an export permit from the department's export permit branch before being exported from Canada to any destination.

It was stated that due to the price ceiling on lamb in Canada, the attraction of higher prices abroad has caused an export movement which, if increased to any substantial scale, would threaten Canada's immediate supply of lamb for meat and her potential supply for wool production.

## RECEIPTS AT CHIEF CENTERS

Receipts at leading markets for the week ended October 10:

At 20 markets:	Cattle	Hogs	Sheep
Week ended Oct. 10	329,000	350,000	503,000
Previous week	365,000	356,000	650,000
1941	282,000	362,000	364,000
1940	268,000	440,000	422,000
1939	253,000	373,000	389,000

At 11 markets:	Hogs
Week ended Oct. 10	231,000
Previous week	280,000
1941	292,000
1940	373,000
1939	308,000

At 7 markets:	Cattle	Hogs	Sheep
Week ended Oct. 10	246,000	218,000	305,000
Previous week	232,000	214,000	297,000
1941	205,000	230,000	196,000
1940	195,000	300,000	256,000
1939	178,000	249,000	227,000

## SEPT. BUFFALO LIVESTOCK

September receipts, shipments and slaughter at Buffalo, N. Y.:

	Cattle	Calves	Hogs	Sheep
Receipts	23,681	11,481	17,675	48,408
Shipments	11,414	7,584	13,122	33,094
Local slaughter	12,981	3,904	6,556	15,615

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets, Thursday, October 15, 1942, as reported by U. S. Department of Agriculture, Agricultural Marketing Administration:

Hogs (soft & oily not quoted):	CHICAGO	NAT. STK. YDS.	KANS. CITY	OMAHA	ST. PAUL
<b>BARROWS AND GILTS:</b>					
Good and Choice:					
120-140 lbs.	\$13.35@13.90	\$13.60@14.25			
140-160 lbs.	13.75@14.35	14.10@14.75	\$14.00@14.35		\$14.00@14.40
160-180 lbs.	14.15@14.75	14.60@14.90	14.00@14.50	\$13.90@14.40	14.25@14.50
180-200 lbs.	14.50@14.90	14.65@14.90	14.35@14.60	14.25@14.50	14.40@14.50
200-220 lbs.	14.75@15.00	14.65@15.00	14.40@14.60	14.40@14.50	14.50 only
220-240 lbs.	14.70@15.00	14.65@15.00	14.40@14.60	14.40@14.50	14.50 only
240-270 lbs.	14.85@15.05	14.65@15.00	14.40@14.60	14.40@14.50	14.50 only
270-300 lbs.	14.85@15.05	14.60@14.90	14.40@14.60	14.40@14.50	14.50 only
300-330 lbs.	14.85@15.05	14.55@14.75	14.40@14.60	14.40@14.50	14.50 only
330-360 lbs.	14.75@15.00	14.50@14.80	14.35@14.55	14.40@14.45	14.45@14.50
<b>Medium:</b>					
160-220 lbs.	14.00@14.75	13.75@14.60	14.10@14.50	13.50@14.40	13.75@14.40
<b>SOWS:</b>					
Good and Choice:					
270-300 lbs.	14.85@15.05	14.75@14.90	14.35@14.40	14.35@14.40	14.45 only
300-330 lbs.	14.85@15.05	14.75@14.90	14.35@14.40	14.35@14.40	14.45 only
330-360 lbs.	14.85@15.05	14.65@14.85	14.30@14.40	14.30@14.40	14.45 only
360-400 lbs.	14.75@14.90	14.55@14.75	14.30@14.40	14.30@14.35	14.45 only
<b>Good:</b>					
400-450 lbs.	14.65@14.85	14.40@14.65	14.25@14.40	14.30@14.35	14.45 only
450-500 lbs.	14.60@14.80	14.25@14.50	14.15@14.35	14.30@14.35	14.40@14.45
<b>Slaughter Cattle, Vealers and Calves:</b>					
<b>STEERS, Choice:</b>					
700-900 lbs.	15.25@16.25	14.75@15.75	14.50@15.75	14.25@15.50	15.00@16.00
900-1100 lbs.	15.50@16.75	14.75@16.00	14.75@16.00	14.50@16.00	15.25@16.25
1100-1300 lbs.	16.00@17.00	15.00@16.25	15.00@16.25	14.75@16.25	15.25@16.50
1300-1500 lbs.	16.00@17.00	15.00@16.25	15.00@16.25	15.00@16.25	15.25@16.50
<b>STEERS, Good:</b>					
700-900 lbs.	13.75@15.25	13.25@14.75	12.75@14.75	13.00@14.50	14.00@15.25
900-1100 lbs.	13.75@15.50	13.50@15.00	13.00@15.00	13.25@14.75	14.00@15.25
1100-1300 lbs.	14.00@16.00	13.50@15.00	13.25@15.00	13.25@15.00	14.00@15.25
1300-1500 lbs.	14.00@16.00	13.50@15.00	13.25@15.00	13.50@15.00	14.00@15.25
<b>STEERS, Medium:</b>					
700-1100 lbs.	11.25@14.00	11.50@13.50	11.50@13.25	11.50@13.25	11.50@14.00
1100-1300 lbs.	11.50@14.00	11.75@13.50	11.75@13.25	11.75@13.50	11.50@14.00
<b>STEERS, Common:</b>					
700-1100 lbs.	10.00@11.50	10.50@11.75	10.25@11.75	10.00@11.75	10.25@11.50
<b>HEIFERS, Choice:</b>					
600-800 lbs.	15.25@15.75	14.25@15.00	14.50@15.50	13.75@14.50	14.00@15.25
800-1000 lbs.	15.25@15.90	14.25@15.00	14.50@15.50	13.75@14.75	14.00@15.25
<b>HEIFERS, Good:</b>					
600-800 lbs.	13.25@15.25	12.50@14.25	12.50@14.50	12.00@13.75	12.00@14.00
800-1000 lbs.	13.25@15.25	12.50@14.00	12.50@14.50	12.00@13.75	12.00@14.00
<b>HEIFERS, Medium:</b>					
500-900 lbs.	11.00@13.25	10.25@12.50	10.00@12.50	10.00@12.00	10.00@12.00
<b>COWS, All Weights:</b>					
Good	11.50@12.50	10.50@11.50	10.50@11.75	10.75@11.75	10.00@11.25
Medium	9.25@11.50	9.00@10.50	9.25@10.50	9.50@11.75	9.00@10.00
Cutter and common	7.50@9.25	7.50@9.00	7.50@9.25	7.50@9.50	7.50@9.00
Canner	6.00@7.50	6.25@7.50	6.00@7.50	6.50@7.50	6.00@7.50
<b>BULLS (Yrls. excl.), All Weights:</b>					
Beef, good	11.25@12.50	10.75@11.75	10.75@11.00	10.75@11.50	10.75@11.50
Sausage, good	11.50@12.50	10.75@11.75	10.75@11.00	10.75@11.50	10.50@11.25
Sausage, medium	10.25@11.50	9.50@10.75	9.75@10.75	9.75@10.75	9.50@10.50
Sausage, cutter & com.	9.00@10.25	8.50@9.50	8.00@10.25	8.25@9.75	8.25@9.50
<b>VEALERS, All Weights:</b>					
Good and choice	13.50@15.50	14.25@15.50	11.50@14.00	13.00@14.50	12.00@14.50
Common and medium	10.50@13.50	12.00@14.25	8.50@11.50	9.00@13.00	9.00@12.00
Cull	8.50@10.50	7.50@12.00	7.50@8.50	7.50@9.00	6.50@9.00
<b>CALVES, 500 lbs. down:</b>					
Good and choice	11.50@13.75	11.00@13.00	10.50@12.50	11.00@13.50	11.00@13.00
Common and medium	9.50@11.50	8.50@11.00	8.00@10.50	8.50@11.00	9.00@11.00
Cull	7.50@9.00	7.00@8.50	7.00@8.00	7.00@8.50	6.50@9.00
<b>Slaughter Lambs and Sheep:</b>					
<b>LAMBS (Wooled):</b>					
Good and choice	14.00@14.25	13.00@13.50	13.25@13.75	13.50@13.75	11.00@12.50
Medium and good	12.75@13.75	11.50@12.75	12.00@13.00	12.50@13.25	9.00@11.00
Common	10.50@12.75	9.00@11.25	10.00@11.75	9.75@12.25	7.75@9.25
<b>YLG. WETHERS (Shorn):</b>					
Good and choice	11.75@12.50	11.50@12.00	11.00@11.75	11.25@11.75	13.00@15.00
Medium and good	10.50@11.75	10.00@11.50	10.00@10.75	10.25@11.25	10.50@13.00
<b>EWES (Shorn):</b>					
Good and choice	5.50@6.00	5.00@6.00	5.00@5.50	4.50@5.00	12.00@14.00
Common and medium	4.50@5.50	3.50@4.75	4.50@5.25	3.50@4.50	10.00@12.00

\*Quotations on woolled stock based on animals of current seasonal market weights and wool growth, those on shorn stock on animals with No. 1 and No. 2 pelts. \*Quotations on slaughter lambs and yearlings of good and choice and of medium and good grades, and on ewes of good and choice grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

## CHICAGO PACKER PURCHASES

Purchases of livestock in Chicago by the principal packers for the first three days this week were as follows: 21,161 cattle, 2,160 calves, 35,229 hogs and 11,578 sheep.

## PACIFIC COAST LIVESTOCK

Receipts for 5 days ended October 9:

	Cattle	Calves	Hogs	Sheep
Los Angeles	5,864	1,928	2,647	1,196
San Francisco	750	100	2,500	4,400
Portland	3,750	485	3,550	2,900

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 15 centers for the week ended Oct. 10, 1942:

	CATTLE		
	Week ended Oct. 10	Prev. week	Cor. week, 1941
Chicago†	23,901	22,745	24,464
Kansas City	24,482	23,691	21,856
Omaha*	16,424	15,129	18,170
East St. Louis	18,496	17,057	12,837
St. Joseph	10,471	9,237	7,990
Sioux City	8,355	7,776	9,501
Wichita*	8,234	7,922	8,061
Philadelphia	2,274	2,256	1,891
Indianapolis	2,774	2,346	2,271
New York & Jersey City	10,443	11,554	9,074
Oklahoma City*	12,321	14,972	10,431
Cincinnati	3,694	5,115	3,146
Denver	5,662	4,694	4,589
St. Paul	16,062	17,475	17,920
Milwaukee	4,316	3,779	
Total	167,900	167,382	155,960

\*Cattle and calves.

HOGS			
Chicago	87,247	138,952	75,179
Kansas City	28,552	35,222	40,969
Omaha	25,921	33,930	29,818
East St. Louis	64,259	68,160	60,773
St. Joseph	9,753	11,614	13,535
Sioux City	9,315	9,787	15,465
Wichita	7,840	8,042	6,350
Philadelphia	12,785	14,186	16,134
Indianapolis	24,749	26,248	26,445
New York & Jersey City	48,439	49,812	42,826
Oklahoma City	9,315	7,811	9,811
Cincinnati	13,895	13,650	18,104
Denver	8,022	6,154	5,720
St. Paul	26,095	26,182	34,155
Milwaukee	9,447	9,523	10,701
Total	384,353	400,777	403,985

†Includes National Stock Yards, East St. Louis, Ill., and St. Louis, Mo.

SHEEP			
Chicago†	11,416	16,007	13,425
Kansas City	31,756	37,027	18,605
Omaha	42,521	40,208	20,058
East St. Louis	31,431	30,195	14,118
St. Joseph	30,022	29,950	14,226
Sioux City	23,877	23,643	11,719
Wichita	3,027	3,566	3,484
Philadelphia	3,714	3,871	3,483
Indianapolis	3,016	4,180	4,124
New York & Jersey City	59,758	60,551	43,912
Oklahoma City	5,393	4,150	1,804
Cincinnati	5,727	4,993	2,281
Denver	12,940	5,963	11,800
St. Paul	25,821	29,276	17,434
Milwaukee	2,530	2,172	1,472
Total	292,958	295,851	181,945

†Not including directs.

## NEW YORK LIVESTOCK

Livestock prices at Jersey City, October 13, 1942, as reported by the Agricultural Marketing Administration:

### CATTLE:

Steers	Nominal
Cows, medium	\$ 9.50@10.50
Cows, cutter and common	8.50@10.00
Cows, canners	Down to 6.75
Bulls, good	12.00@12.50
Bulls, medium	11.00@12.00
Bulls, cutter to common	9.50@11.00

### CALVES:

Vealers, good to choice	\$16.00@17.50
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### HOGS:

Hogs, good and choice	\$15.80
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### LAMBS:

Lambs, good to choice	\$14.75@15.00
Lambs, medium to good	14.00@14.50

Receipts of salable livestock at Jersey City market for week ended October 10, 1942:

	Cattle	Calves	Hogs*	Sheep
Salable receipts	938	2,875	339	737
Total, with directs	8,366	15,033	25,515	46,936
Previous week:				
Salable receipts	923	2,758	110	1,114
Total, with directs	7,438	18,468	25,702	47,249

\*Including hogs at 31st street.

Watch the Classified Advertisements page for bargains in equipment.

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Marketing Administration.)

### WESTERN DRESSED MEATS

		NEW YORK	PHILA.	BOSTON
STEERS, carcass	Week ending October 10, 1942	8,062	1,112	854
	Week previous	5,604	1,183	1,223
	Same week year ago	9,639	2,958	3,040
COWS, carcass	Week ending October 10, 1942	3,086	3,136	2,310
	Week previous	2,294	2,696	1,944
	Same week year ago	1,082	1,338	2,778
BULLS, carcass	Week ending October 10, 1942	581	65	278
	Week previous	370	83	107
	Same week year ago	817	1,047	150
VEAL, carcass	Week ending October 10, 1942	8,921	2,071	1,248
	Week previous	11,221	1,695	641
	Same week year ago	13,316	1,435	634
LAMB, carcass	Week ending October 10, 1942	62,207	17,021	20,674
	Week previous	50,033	18,442	21,573
	Same week year ago	50,805	17,596	16,524
MUTTON, carcass	Week ending October 10, 1942	5,620	1,783	5,200
	Week previous	4,903	788	6,568
	Same week year ago	2,035	82	768
PORK CUTS, lbs.	Week ending October 10, 1942	1,751,792	159,838	246,611
	Week previous	996,615	253,158	179,576
	Same week year ago	2,478,912	571,568	270,479
BEEF CUTS, lbs.	Week ending October 10, 1942	119,105		
	Week previous	45,387		
	Same week year ago	366,479		

### LOCAL SLAUGHTERS

CATTLE, head	Week ending October 10, 1942	10,493	2,274
	Week previous	11,517	2,256
	Same week year ago	9,074	1,891
CALVES, head	Week ending October 10, 1942	18,662	2,600
	Week previous	18,788	2,382
	Same week year ago	13,802	2,583
HOGS, head	Week ending October 10, 1942	47,541	12,785
	Week previous	49,408	14,186
	Same week year ago	42,826	16,134
SHEEP, head	Week ending October 10, 1942	60,300	3,714
	Week previous	60,484	3,871
	Same week year ago	43,912	3,483

Country dressed product at New York totaled 2,984 veal, no hogs and 200 lambs. Previous week 3,301 veal, no hogs and 84 lambs in addition to that shown above.

## WEEKLY INSPECTED KILL

Hog slaughter under federal inspection at 27 centers for the week ended October 10, showed a decline compared with a week earlier and for the first time in many months was smaller than for the corresponding week of a year ago. Kill at 568,575 head was about 7 per cent smaller than for the same week of 1941. Cattle slaughter was up slightly compared with a week earlier, but lamb kill dropped from the extremely high point of the previous week.

	Cattle	Calves	Hogs	Sheep
New York area*	10,443	18,490	48,439	59,758
Phila. & Balt.	4,005	1,004	23,846	3,018
Ohio-Indiana group	10,536	3,587	48,294	12,920
Chicago*	32,192	3,949	87,247	86,453
St. Louis area*	18,496	9,338	64,259	31,431
Kansas City	24,482	6,813	28,552	31,756
Southwest group*	29,812	16,109	33,429	71,867
Omaha	15,958	496	25,921	42,521
Sioux City	8,355	178	9,315	23,877
St. Paul-Wis.	27,936	22,453	81,130	35,960
Interior Iowa & So. Minn.*	14,779	6,135	118,143	51,167
Total	196,994	88,717	568,575	450,728
Total prev. week	182,050	87,541	517,050	457,485
Total last year	181,079	86,964	906,871	281,213

\*Includes New York City, Newark, and Jersey City. \*Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind. \*Includes Elburn, Ill. \*Includes St. Louis National Stockyards and East St. Louis, Ill., and St. Louis, Mo. \*Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth. \*Includes St. Paul, So. St. Paul and Newport, Minn., and Madison and Milwaukee, Wis. \*Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Ia.

Packing plants included in the above tabulation slaughtered during the calendar year 1941 approximately 74% of the cattle, 71% of the calves, 73% that were slaughtered under federal inspection of the hogs, and 80% of the sheep and lambs during that year.

## CANADIAN LIVESTOCK PRICES

### GOOD STEERS

	Week ended Oct. 8	Prev. week	Same week 1941
Toronto	\$ 9.54	\$10.37	\$ 8.84
Montreal	9.70	9.70	9.25
Winnipeg	9.12	9.00	8.15
Calgary	9.15	9.15	8.35
Edmonton	8.85	9.00	8.00
Prince Albert	8.65	8.75	7.90
Moose Jaw	8.35	8.60	8.00
Saskatoon	8.75	8.75	8.00
Regina	8.40	8.40	7.75
Vancouver	9.05	9.35	8.75

### VEAL CALVES

Toronto	\$14.56	\$15.72	\$12.90
Montreal	14.75	14.75	13.90
Winnipeg	12.75	12.75	10.75
Calgary	10.75	10.75	8.40
Edmonton	11.50	11.50	9.50
Prince Albert	10.00	10.00	8.25
Moose Jaw	10.50	10.50	9.25
Saskatoon	11.00	11.40	10.00
Regina	11.00	11.00	9.50
Vancouver	10.50	11.00	8.50

### HOG CARCASSES B1\*

Toronto	\$16.35	\$15.25	\$14.83
Montreal	16.35	15.27	14.82
Winnipeg	15.08	13.80	13.55
Calgary	14.25	13.55	13.40
Edmonton	15.10	13.55	13.40
Prince Albert	14.25	13.62	13.10
Moose Jaw	14.30	13.50	13.20
Saskatoon	14.30	13.50	13.15
Regina	14.75	13.50	13.20
Vancouver	15.95	14.60	14.45

\*Official Canadian hog grades are now on carcass basis, quotations from B1 Grades; Grade A, \$1.00 premium.

### GOOD LAMBS

Toronto	\$13.00	\$12.72	\$11.15
Montreal	12.15	12.00	11.00
Winnipeg	11.19	11.01	9.50
Calgary	10.20	10.15	9.35
Edmonton	9.85	9.85	8.50
Prince Albert	9.90	9.75	8.25
Moose Jaw	10.00	9.75	9.00
Saskatoon	10.00	9.75	8.80
Regina	10.25	10.25	9.00
Vancouver	10.50	10.50	11.25



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 10, 1942, as reported to The National Provisioner:

### CHICAGO

Armour and Company, 1,907; Swift & Company, 1,414; Wilson & Co., 2,089; Western Packing Co., Inc., 1,520; Agar Packing Co., 4,173; Shippers, 3,364; Others, 32,884.  
Total: 23,901 cattle; 3,182 calves, 47,361 hogs; 11,416 sheep.

### KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	5,627	1,026	2,347	8,189
Cudahy Pkg. Co.	3,905	852	1,515	6,098
Swift & Company	5,248	1,146	2,076	8,707
Wilson & Co.	3,649	606	1,865	1,765
Meyer Kornblum	2,178	29		
Others	9,958	864	1,601	7,907
<b>Total</b>	<b>30,565</b>	<b>4,574</b>	<b>9,404</b>	<b>32,726</b>

### OMAHA

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,098	4,352	7,475	
Cudahy Pkg. Co.	3,055	2,546	6,393	
Swift & Company	3,686	2,102	6,833	
Wilson & Co.	2,207	1,615	1,871	
Others		2,807		
<b>Total</b>	<b>18,075</b>	<b>11,188</b>	<b>20,865</b>	

Cattle and calves: Eagle Pkg. Co., 26; Greater Omaha Pkg., 188; Geo. Hoffman, 83; Kroger Pkg. Co., 1,270; Nebraska Beef Co., 585; Omaha Pkg. Co., 315; John Robt. Pkg. Co., 248; So. Omaha Pkg. Co., 1,088; Lincoln Pkg. Co., 228.  
Total: 18,075 cattle and calves; 13,422 hogs and 22,542 sheep.

### ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift & Company	3,081	444	5,104	9,793
Armour and Company	3,312	413	4,533	5,271
Others	2,220	140	1,551	5,801
<b>Total</b>	<b>8,613</b>	<b>997</b>	<b>11,188</b>	<b>20,865</b>

Not including 2,173 cattle, 16 calves and 20,991 sheep bought direct.

### SIoux CITY

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,703	76	3,065	4,980
Armour and Company	2,729	49	3,251	6,545
Swift & Company	1,959	61	1,922	6,404
Others	440	7	32	
Shippers	5,950	70	3,528	2,110
<b>Total</b>	<b>13,871</b>	<b>256</b>	<b>11,798</b>	<b>18,239</b>

### OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,629	1,826	2,976	1,062
Wilson & Co.	3,717	2,257	2,595	753
Others	335	22	676	
<b>Total</b>	<b>7,681</b>	<b>4,105</b>	<b>6,247</b>	<b>1,815</b>

Not including 535 cattle, 1,187 hogs and 3,578 hogs bought direct.

### WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,230	1,004	6,352	1,537
Wichita D. B. Co.	16			
Dunn-Osterling	147		47	
Fred W. Dold	222		430	
Sunflower Pkg. Co.	48		57	
Pioneer Pkg. Co.	26			
Excel Pkg. Co.	335			
Others	3,986		347	659
<b>Total</b>	<b>7,210</b>	<b>1,004</b>	<b>7,233</b>	<b>2,196</b>

Not including 20 cattle, 607 hogs and 831 sheep bought direct.

### FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,596	3,105	1,963	14,718
Swift & Company	4,019	4,496	2,355	27,642
Blue Bonnet Pkg. Co.	432	79	30	305
City Pkg. Co.	141	3	653	
H. Rosenthal	60	7	5	127
<b>Total</b>	<b>8,263</b>	<b>7,690</b>	<b>5,006</b>	<b>42,592</b>

### DENVER

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,315	194	2,967	31,177
Swift & Company	786	159	2,062	18,466
Cudahy Pkg. Co.	1,015	101	1,235	2,506
Others	1,838	131	1,324	1,463
<b>Total</b>	<b>4,974</b>	<b>585</b>	<b>7,528</b>	<b>53,612</b>

### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,678	2,281	14,868	8,407
Cudahy Pkg. Co.	1,167	1,043		4,189
Dakota	1,348	91		
Kate Pkg.	477	32		
Rifkin Pkg.	700	21		
Swift & Company	5,462	4,155	11,827	13,225
Others	5,957	1,911		
<b>Total</b>	<b>18,644</b>	<b>9,494</b>	<b>26,695</b>	<b>25,821</b>

## CINCINNATI

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons	36			414
E. Kahn's Sons Co.	873	155	6,641	2,896
Lohrey Packing Co.				251
H. H. Meyer Pkg. Co.	27		3,019	
J. Schlachter	115	108		65
J. & F. Schroth P. Co.			3,220	
J. F. Stegner Co.	363	167		8
Others	1,815	747	244	259
Shippers	805	87	3,060	2,065
<b>Total</b>	<b>3,996</b>	<b>1,320</b>	<b>16,868</b>	<b>5,707</b>

Not including 1,120 cattle, 111 calves, 2,515 hogs and 2,177 sheep bought direct.

## TOTAL PACKERS' PURCHASES

	Week ended Oct. 10	Prev. week	Cor.
Cattle	145,793	179,201	166,267
Hogs	162,750	205,002	260,032
Sheep	237,931	288,406	178,477

## PRODUCE IN COLD STORAGE

Cold storage holdings of butter, cheese and eggs on hand October 1, 1942:

	Oct. 1, 1942	Oct. 1, 1941	Oct. 1, 1937-41
Butter, creamery <sup>1</sup>	125,994	202,957	163,008
Butter, packing stock	74	52	89
Cheese, American	221,344	156,746	121,174
Cheese, Swiss			
incl. block	5,455	6,389	5,694
Cheese, brick & munster	865	791	923
Cheese, limburger	903	818	1,069
Cheese, all other			
varieties	26,427	23,593	14,012
Eggs, shell, cases	5,877	5,441	5,747
Eggs, frozen	234,808	178,438	137,831
Eggs, frozen, case equivalent	6,263	4,758	3,675
Total, case equivalent both shell & frozen	11,640	10,199	9,422

<sup>1</sup>October 1 cold storage release includes F.S.C.C. holdings as follows: creamery butter, 450,000 lbs.; frozen eggs, 5,695,000 lbs.; American cheese, 91,735,000 lbs. U. S. Commercial Stocks: Creamery Butter 10/1/42, 125,544,000 lbs.; 10/1/41, 200,798,000 lbs.; Oct. five-year average, 136,833,000 lbs. Shell eggs 10/1/42, 5,377,000 cases; 10/1/41, 4,846,000 cases; Oct. five-year average, 5,448,000 cases. Frozen eggs 10/1/42, 229,173,000 lbs.; 10/1/41, 149,138,000 lbs.; Oct. five-year average, 131,971,000 lbs. American cheese 10/1/42, 129,609,000 lbs.; 10/1/41, 156,746,000 lbs.; Oct. five-year average, 121,174,000 lbs.

## Canadian Hog Population Is the Largest on Record

MONTREAL.—The Canadian hog population stood at the highest level in history on June 1, the Dominion Bureau of Statistics reported. The Bureau estimated that there were 7,132,700 hogs on June 1, about 1,000,000 more than on the same date last year. The Agriculture Department said that to meet British requirements of 675,000,000 lbs. of bacon in the coming year, along with home needs, will demand approximately 7,500,000 hogs.

The Bureau reported that the number of hogs on June 1 was more than double the number on farms on the same date in 1938.

## SOUTHEASTERN RECEIPTS

Receipts of livestock, as reported by the Agricultural Marketing Administration, at seven southern packing plants located at Albany, Columbus, Moultrie, Thomasville, and Tifton, Ga.; Dothan, Ala.; Jacksonville, Fla.; week ended October 10 compared with the previous week and a year ago:

	Cattle	Calves	Hogs
Week ended Oct. 10	3,005	1,494	8,370
Last week	3,450	1,477	9,111
Last year	2,425	1,356	11,267

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

### RECEIPTS

	Cattle	Calves	Hogs	Sheep
Fri., Oct. 9	2,837	348	12,747	8,399
Sat., Oct. 10	1,830	242	6,341	8,064
Mon., Oct. 12	18,770	1,317	22,378	16,032
Tues., Oct. 13	7,802	1,582	23,506	9,977
Wed., Oct. 14	11,702	1,239	16,738	5,918
Thurs., Oct. 15	6,400	700	18,000	6,500
<b>Week's total</b>	<b>44,074</b>	<b>4,898</b>	<b>80,622</b>	<b>57,827</b>
Prev. week	44,752	4,017	69,737	47,857
Year ago	43,308	4,612	73,500	23,712
Two years ago	39,631	4,663	89,065	27,443

\*Including 1,845 cattle, 894 calves, 29,091 hogs and 15,415 sheep dottle to packers.

### SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Fri., Oct. 9	997	77	781	867
Sat., Oct. 10	297	15		
Mon., Oct. 12	5,717	146	883	279
Tues., Oct. 13	2,970	180	260	4,607
Wed., Oct. 14	4,070	341	648	504
Thurs., Oct. 15	2,500	100	500	500
<b>Week's total</b>	<b>15,257</b>	<b>773</b>	<b>2,400</b>	<b>5,599</b>
Prev. week	15,397	792	2,773	1,462
Year ago	13,790	740	3,371	2,117
Two years ago	11,806	717	2,635	1,794

## RECEIPTS AND YEAR RECEIPTS

	October	Year
	1942	1941
Cattle	103,155	101,970
Calves	10,502	13,522
Hogs	184,151	158,721
Sheep	128,063	79,730
<b>Total</b>	<b>412,261</b>	<b>350,944</b>

\*All receipts include directs.

## HOG RECEIPTS, WEIGHTS AND PRICES

	No. Rec'd	Wt. Lbs.	Top	Price
Week ended Oct. 10	79,500	201	\$15.75	\$15.40
Previous week	76,647	262	15.70	15.25
1941	67,242	251	11.45	10.80
1940	94,687	248	6.80	6.25
1939	80,752	246	7.35	6.95
1938	100,992	225	8.35	7.75
1937	64,120	238	11.35	10.70
<b>Av. 1937-1941</b>	<b>81,000</b>	<b>241</b>	<b>\$9.00</b>	<b>\$8.50</b>

\*Receipts and average weight for week ending Oct. 10, 1942, estimated.

## WEEKLY AVERAGE PRICE OF LIVESTOCK

	Cattle	Hogs	Sheep	Lambs
Week ended Oct. 10	\$14.90	\$15.40	\$5.60	\$13.45
Previous week	14.85	15.25	5.75	13.75
1941	11.35	10.80	4.75	11.30
1940	11.70	6.25	3.50	9.30
1939	9.75	6.95	3.35	9.35
1938	10.75	7.75	2.50	8.05
1937	13.35	10.70	4.35	10.50
<b>Av. 1937-1941</b>	<b>\$11.40</b>	<b>\$8.50</b>	<b>\$3.70</b>	<b>\$9.70</b>

## CHICAGO HOG PURCHASES

Supplies of hogs purchased by Chicago packers and shippers, week ended Thursday, Oct. 15:

	Week ended Oct. 15	Prev. week
Packers' purchases	55,532	38,997
Shippers' purchases	3,181	3,933
<b>Total</b>	<b>58,713</b>	<b>42,930</b>

## STOCKERS AND FEEDERS

Stockers and feeder shipments received in seven Corn Belt States<sup>1</sup> in September, 1942:

	Cattle and Calves
	Sept., 1942
Stockyards	188,967
Direct	104,745
<b>Total, September</b>	<b>293,712</b>
July-Sept. total	540,495
<b>Total, September</b>	<b>719,681</b>
July-Sept. total	1,241,405

<sup>1</sup>Data in this report are obtained from offices of state veterinarians. Under "Public Stockyards" are included stockers and feeders which were bought at stockyards markets. Under "Directs" are included stockers and feeders coming from other states from points other than public stockyards, some of which are inspected at public stockyards while stopping for feed, water and rest en route.

# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, 10c per word per insertion, minimum charge \$2.00. Positions wanted special rate 7c per word, minimum charge \$1.40. Count address or box number as four words. Headline 70c extra. 70c per line for listings.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER

## Positions Wanted

FINANCIAL, PLANT, OFFICE MANAGER: Vigorous, aggressive, well educated. Legal training. Experienced in practical financial work and plant organization. Fourteen years treasurer packing company doing international business. W-135, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

MANAGER, thorough knowledge all packinghouse operations. Capable of efficiently organizing and controlling every departmental function. W-142, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

CURING FOREMAN: 20 years' experience in curing department. Formula curings: pickling, smoking and boiling hams—freezing and defrosting. W-127, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Business Opportunities

### Attention Wholesale Pork and Provision Packers Subject: Representation

H. B. CHAFÉ, Commission Merchant, Muir Building, St. John's, Newfoundland, solicits communications from wholesale provision packers interested in appointing a representative in Newfoundland. First class references furnished on request. Quick action essential—business pending.

## For Sale

BEEF, veal and lamb slaughtering plant. Capacity either 500 cattle exclusively or 250 cattle and small stock per week. Located in large central state city. Plant B.A.I. inspected and now operating. First-class shape. Write W-130, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## For Sale

COMPLETE small plant. New York State—\$15,000. W-135, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

FOR IMMEDIATE SALE, complete packing plant in hog and cattle part of Ohio. Capacity 50 cattle, 200 hogs, 15,000 lbs. of sausage per week. 1 1/2 acres of land on U. S. highway. Now in operation doing a good established business. Write or wire BOHRER and MOORE PACKING CO., Wapakoneta, Ohio.

FOR SALE: Fully equipped establishment for canning meat and other food products. Now operating. B.A.I. inspection. W-143, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

FOR SALE: Complete rendering plant doing good business. Central New York state. Reasons for selling. W-144, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Wanted

WANTED: Small Hog Killing Plant. In reply, give price and capacity. W-993, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Personal

GEORGE R. RUSCHMAN, formerly from Paintsville, Kentucky in 1932. Get in touch with HENRY HEIL, 3024 Falls Road, Baltimore, Maryland.

## Men Wanted

WANTED: Beef Foreman who will work and is all around skilled butcher and can bring several men with him. We also have jobs for Hog Kill and Cut Butchers; Curing Man; Casing Man; Tank Man. Steady work and good pay. Modern plant in Northern Ohio. Draft Exempt men preferred. Give details and wages expected. W-146, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

WANTED: First class packing house man by independent southern packer. Killers and processors of pork only. Established for years. Must be A-1. Know pork operations in detail. This is the right opportunity for the right man. Can become Assistant to Superintendent if show results. State qualifications in detail in first letter, draft status, and salary expected. Replies held in strict confidence. W-129, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

WANTED: Draft exempt man with general selling experience to assist Sales Manager in medium size organization manufacturing a complete line of meat products in the Pittsburgh district. Must have an experienced and practical knowledge of dressed beef. W-971, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

WANTED: Experienced man as superintendent in medium sized Colorado rendering plant. Write age, experience, references, draft status, and any other facts which will assist in appraisal of qualifications. W-130, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

WANTED: All around mechanic for rendering plant in Utah. Good wages and steady work for right man. COLORADO ANIMAL BY-PRODUCTS COMPANY, Salt Lake City, Utah.

WANTED: Good hide cellar man. Prefer all around man with experience in hides, sheep pelts, wool, etc. NORTHWESTERN HIDE & FUR COMPANY, Salt Lake City, Utah.

WANTED: Supervisor, male or female, for sheep casing selecting department; permanent connection with progressive midwestern packer. W-147, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment Wanted

### Equipment Wanted

USED EQUIPMENT—all kinds—sausage room, slaughtering and rendering. Fair cash prices. CHAS. ABRAMS 68 N. 2nd St. Walnut 6985 Philadelphia, Penna.

6 RETORTS 42"—complete with instruments—vertical preferred. 3 or 4 Basket Size. Must be in good condition. W-122, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment for Sale

### Used Equipment For Sale

15 H.P. Buffalo Silent Cutter \$38.....\$500.00  
5 H.P. Buffalo Silent Cutter \$27..... 125.00  
100 lb. Buffalo Silent Cutter—pulley dr.... 125.00  
60 lb. Buffalo Silent Cutter—pulley dr.... 85.00  
Enterprise Grinder \$156 pulley dr..... 85.00  
Enterprise Grinder \$51 pulley dr..... 40.00  
Buffalo Mixer \$2—300 lbs., pulley dr..... 125.00  
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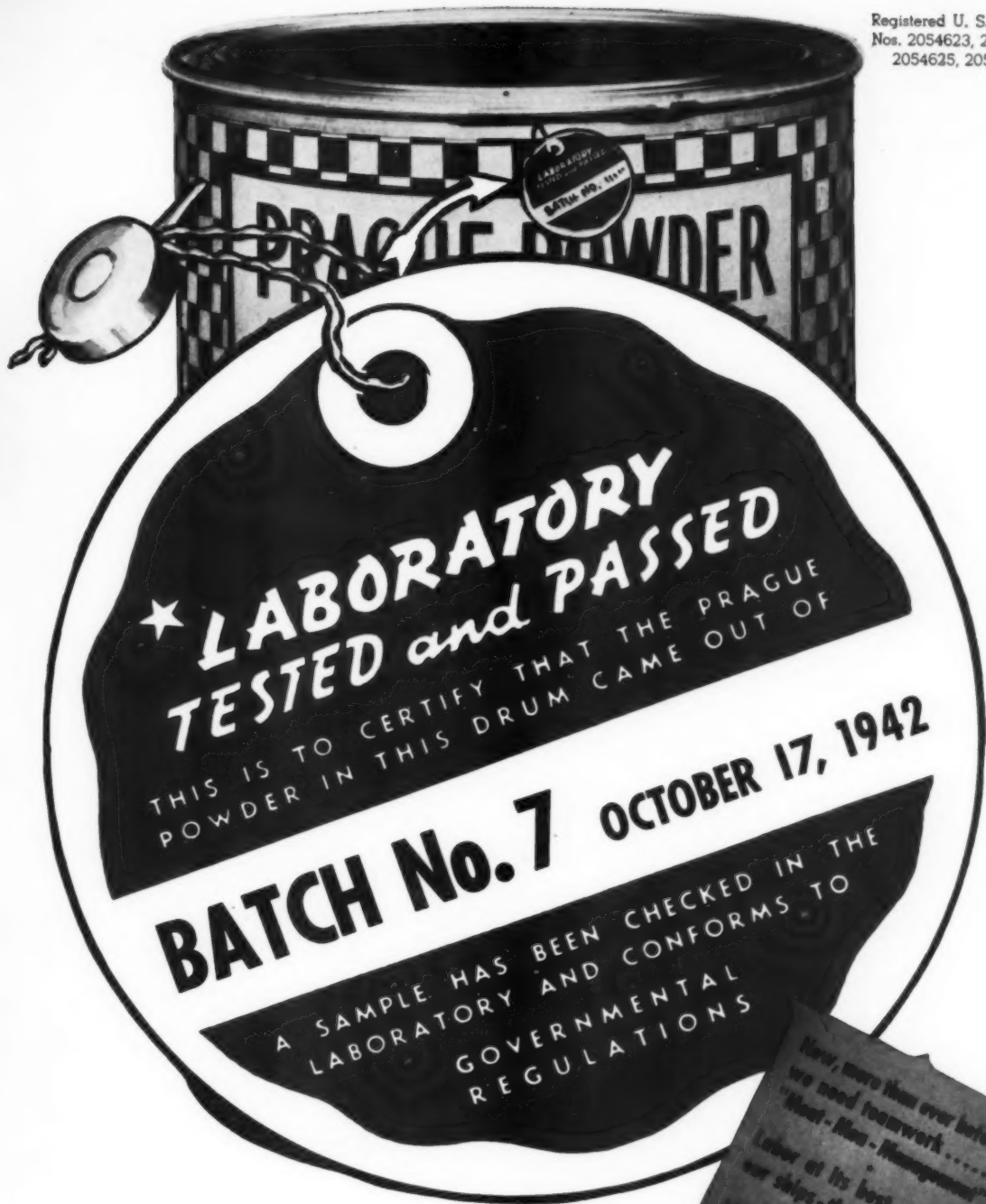
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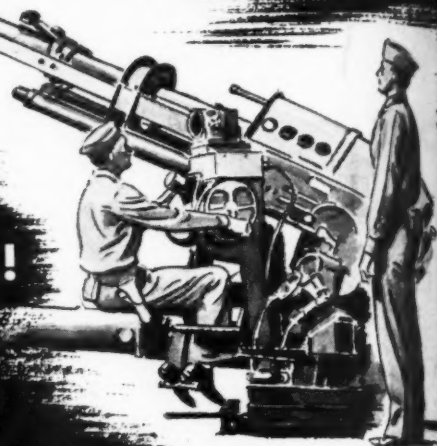
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